

JANUARY 22, 1914

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Leslie's

ESTABLISHED 1855



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ON THE BORDER

The Schweinfert Press

The Largest Circulation of Any Ten Cent Weekly in the World



The Cadillac two-speed direct drive axle is accepted as the most progressive motor car development of the year

Press comment abroad and at home makes that perfectly clear

It presages the trend of motor car engineering

From "The Autocar" (London)

WHEN the Cadillac system of combining ignition, lighting, and engine starting in one electrical system was introduced two years ago, it was very properly regarded as a bold step, and it was certainly the most interesting innovation which had been made for a long time, while experience has shown it to be as successful as it was bold. To-day the Cadillac designers have made another innovation, which, personally, we regard as even a greater improvement than the very important one of two years ago.

After once experiencing the delight of two direct and noiseless drives one feels that it is difficult to outline an ideal car which does not contain this feature, and we feel fairly safe in asserting that the Cadillac successful reintroduction of an old idea will be followed by other makers.

It is the all-absorbing topic in American and European trade and engineering circles, and the second award of the Dewar Trophy to the Cadillac has accentuated the intense interest.

And these native and foreign engineers and editors are merely saying in technical terms what the first Cadillac owner you meet will tell you in much simpler language.

The owner of a new Cadillac—and more than 7500 of the new cars are now in operation—will tell you in blunt, plain English, that he has never ridden in a car which compared with it.

He may not argue the merits of the two-speed direct drive principle.

He will simply say:

"Get in and ride with me and you will agree that you never experienced a sensation so much like floating through space."

And if you do ride, you will agree with him.

There have always been Cadillac owners, thousands of them, who would not concede for a moment that more money could buy a better car.

But there are thousands who go much further now.

They will not admit that any car is comparable in its riding qualities to this new Cadillac.

And there are other things as well which they will not admit.

Above all, they will not admit that there is a car which is comparable in those dominant characteristics which earned for the Cadillac the second award of the honor most sought by European makers—the Dewar Trophy.

That award stamped the Cadillac as possessing in the highest degree, those qualities which make most for all around practicability, for day-in-and-day-out and year-in-and-year-out constancy, satisfaction and service in the hands of the every-day user.

From "The Motor" (London)

WE have always held the Cadillac in the highest esteem, and admired it as a critical example of high-grade American construction. The charm of the dual drive to the rear axle is compelling and entrancing, and as one merely touches the little lever at the side and, on depressing and allowing the clutch to rise, finds a higher direct drive available, wonderment is aroused as to the undoubtedly simple manner in which so great an advantage has been brought about.

The luxury of driving a touring car at 20 or 25 miles an hour with a direct drive and final gear ratio of 2.5 to 1 is quite a new fascination.

From "Motor Age" (Chicago)

ADOPTION of the two-speed rear axle by one of the larger makers of motor cars for the coming season may be taken as a criterion of the efforts that are general throughout the industry toward easier maintenance. In this case, the ease of maintenance attained is indirect, but none the less present. The effect of doubling the number of speeds obtained in the gear set is believed to make for longer life of the motor since it need not be worked on a hard pull or made to turn over so rapidly at high car speeds. In other words, the increased flexibility of the power plant is expected to result in its greater useful life.

From "Horseless Age" (N.Y.)

IT seems at least possible that the two-speed axle may confer upon the four-cylinder car sufficient flexibility and accelerative ability, without recourse to noisy geared speeds, to satisfy the public demand for these qualities, and if this should prove to be the case, the demand for six-cylinder cars, with their somewhat more costly, more bulky, more complicated and less economical motors, might be materially reduced. It can hardly be doubted that the advent of the double-direct drive is one of the most important happenings of recent years in the automobile industry.

From "The Automobile" (N.Y.)

In these days of innovations and quick transitions it is questionable if the two-speed axle, now that it has been announced by the Cadillac company, will not be taken up with avidity; true it will not come with a landslide like the self-starter, but in the form of a sure and certain movement.

Cadillac Motor Car Co. Detroit, Mich.



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Leslie's

Illustrated Weekly Newspaper

THE OLDEST ILLUSTRATED WEEKLY NEWSPAPER IN THE UNITED STATES

ESTABLISHED DECEMBER 15, 1855

Edited by JOHN A. SLEICHER

"In God We Trust"

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The Editor is always ready to consider short stories or articles, which should be typewritten on one side of the sheet only, and should not exceed 3,000 words.

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"A Club Sandwich"

By

JAMES MONTGOMERY FLAGG

A dainty morsel for good livers. The sort of a sandwich that never disagrees with anyone—in fact, it's really an aid to digestion.

Just the kind of a picture for a "den" or sitting-room.

In color, 9 x 12, double mounted on heavy white mat, 11 x 14. **25c.**



"Personal"

By PAUL GOOLD

You will observe, please, that the charming young lady is not disposed to disclose the contents of a letter. It reads—well since it is a **personal** matter, perhaps we'd better not say anything about it.

We can, however, add a word or two about the picture, which is in color, 9 x 12, double mounted on heavy white mat, 11 x 14, and the price is **25c.**

SPECIAL LIMITED OFFER

We will send either of the above pictures to you for **25c** a copy, or both "A Club Sandwich" and "Personal," also a Judge Art Print Catalog for **50c**

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Record Shipments for 1913

Q In April, 1913, a new high record for one month's shipments of Packard motor carriages.

Q In April, 1913, a new high record for one month's shipments of Packard motor trucks.

Q In May, 1913, shipments of Packard motor carriages exceeding the previous record made in April.

Q In November, 1913, a new high record for one month's shipments of Packard enclosed bodies.

Q The total Packard shipments for 1913 were the largest for any one year since the Company started in business.

ASK THE MAN WHO OWNS ONE
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LINCOLN HIGHWAY CONTRIBUTOR



The Convalescent

"I've taken both your medicines, Doctor, now please don't give me any more until we see how these two work."

Drawn for Leslie's by E. W. KEMBLE

Leslie's Illustrated Weekly Newspaper

New York, January 22, 1914

EDITORIAL

Let the Thinking People Rule!

Remember!

THERE are some things that the people of this country should set their faces sternly against. There is some legislation that they should put their feet upon, including the following:

Class legislation that discriminates in favor of capital against labor or labor against capital. This includes the preposterous proposition to exempt certain classes from the operation of the Sherman Anti-Trust Law. No exemption, great or small, should be considered for a moment. The law is for all. It recognizes no exemptions and no classes. It makes no distinctions. Justice never does. Otherwise it would work injustice. President Wilson put the truth concisely when he said: "Nobody can be the friend of any class in America in the sense of being the enemy of any other class."

Driving any one, big or little, out of business whether it be an express company, a bank, a factory, a telegraph or a railroad company. It is folly to talk of the Government taking over all our efficiently managed public utilities. The extravagance of the Federal Government is notorious. The billion dollar Congress has become a laughing stock, and the statement that \$300,000,000 a year could be saved in the expenditures of our national administration met no denial. A Congress that spends \$50,000,000 in a year to fill "the pork barrel" has neither the merit of efficiency nor economy.

Civil service and another reign of the spoilsman. President Cleveland had the honor to stand by the civil service law with a sturdy courage that defied the spoils seeker. Other presidents since that time have strengthened the civil service law. We believed President Wilson would. If under the tremendous pressure of his party for the spoils of office he fails he must take full responsibility.

Further attacks on business or on railroads because of the sins of the past. Forgive and forget. Build up and do not destroy. Keep the factories running and the dinner pails full.

These are the things that threaten national prosperity and that the people of this country should set their faces against, at the beginning of the new year. Let every one who seeks for that industrial peace and prosperity for which President Wilson has spoken, advise with his member of Congress. Our readers will have a fine opportunity to do this while Congressmen are at home, consulting their constituents and pulling the wires for re-election. Impress upon every member that the prosperity of the people is the first consideration, and that we cannot be prosperous while we are driving capital out of business and labor out of the workshop into the soup house.

We are in troublesome times. The slackening of work presages a reduction of wages. We plead for the highest American wage and the fullest dinner pail. The demagogue stands for his own advancement. He cares nothing for either capital or labor. His aim is to set the one against the other. He has done it too successfully in the past. Don't let him do it in 1914.

Remember that a demagogue never filled a pay envelope—and never will!

A Plea for Industrial Peace

WAR is a fearful thing. We realize its horrors when brought in contact with them. Our hearts have been wrung by details of the battles on our southern border—stories of dying men, with bleeding stumps, pleading in agony for a drink of water; of children bereft of support; of starving women; of prisoners shot down by the score; of tortures of the wounded and unspeakable outrages on women and little children. The soul revolts at the recital and the cry goes upward for a world-wide peace.

But there are other warfares beside those of the battlefield and with results as dreadful. Have we stopped to think of the pressing need of industrial peace that shall assure to the countless ranks of labor their just reward and to capital its profitable employment? A fancied grievance or trifling offense may involve nations in a sanguinary struggle, and an industrial warfare may arise from a misunderstanding of economic or fiscal laws.

The prosperity of our country has been the boast of its people and the admiration of the world, but within the past few years what has happened? A growing lack of confidence in the future, a slackening of trade, a halt in investment, the completion of few new industrial enterprises and an almost total cessation of railroad construction. In the year just closed the net earnings of the railroads show a loss of nearly

\$40,000,000, and the depreciation in 21 prominent railroad stocks aggregates nearly half a billion dollars. There must be a reason. And the reason is the notion taught by superficial thinkers that competition is the foundation of our industrial progress. Nothing could be more misleading or more disastrous to capital and to labor. Nothing could more quickly undermine our prosperity than belief in such a statement.

Dr. Charles P. Steinmetz, a student, thinker and scholar, as well as a man of practical experience in great affairs, has placed the country under obligations by pointing out in the clearest language that "with our enormously increased means of production, competition cannot exist any more without self-destruction, and therefore co-operation must take its place." Dr. Steinmetz seeks to impress the simple fact that unlimited competition, with ability of producing beyond the demand, forces the price down to the point where production is at a loss and thus involves the final destruction of the industry. He admits that many of our political economists and university professors are not yet awake to this economic law, but he declares that "co-operation is the driving force of our industry, and competition, which was our industrial starter, is dead—just as dead as the feudalism of the Middle Ages is dead."

Signs multiply that the people are beginning to understand the importance of encouraging the development of our industries on the largest lines, just as other nations foster industrial combinations in the competition to secure the world's trade. It is unfair to charge the halt in prosperity solely to the Wilson administration. It goes back to the time when President Taft thoughtlessly permitted his Attorney-General to go up and down the land with an army of spies, and at an annual expense to the taxpayers of millions of dollars, to place industries, great and small, under the ban of the Sherman Anti-Trust law. This crusade was encouraged by every muck-raking magazine, every yellow journalist and every demagogue who posed as the champion of the dear people. So it came to pass that Congress, as a writer in the *North American Review* so well expresses it, "practically proscribed the business interests of the country except those that could be classed in farming or labor union category."

The American business man has been traduced, the banker has been libelled and warfare made on our industries and our railroads regardless of the obvious fact, as President Johnson of the Baldwin Locomotive Works expressed it before the New England Society of Pennsylvania, that "regulation, not war, should be the method of protecting the public against the possible tyranny of monopoly." Mr. Johnson pleaded that instead of resorting to socialistic legislation "we should rather by sane and temperate legislation control whatever trivial evil there may be in the present system." The *New York World*, which is not always regarded as an exponent of conservative judgment, recently warned the Interstate Commerce Commission that it "cannot penalize the railways for past misdeeds without penalizing the whole country." The awakening of the press on this subject is most gratifying. We quote with pleasure the words of the *Philadelphia Public Ledger* in its earnest protest against a "reform mad and a progressively silly nation" when it says:

Were half the energy employed in creating wealth that is employed in destroying it, were half the enthusiasm used in handling the present elective methods that is used in the fight to substitute new ones for them, a period of unprecedented content and progress would follow.

The outlook for business in 1914 will be what President Wilson makes it. There never was a time in the history of this country when one man was more potential for good or evil. Hence the great stress placed on his letter to Attorney General McReynolds regarding the latter's settlement with the American Telegraph & Telephone Company in which the President said: "I gain the impression more and more, from week to week, that the business men of the country are sincerely desirous of conforming with the law. . . . So long as we are dealt with in this spirit we can help to build up the business of the country upon sound and permanent lines."

A splendid and refreshing utterance, in this time of trouble, anxiety and unrest. Let us have industrial peace and nation-wide prosperity will follow quickly. Deeds speak more loudly than words.

The Plain Truth

BOYCOTT! Lovers of Nature have adopted a new plan to wipe out the disfiguring nuisance of the billboard. In New England, they are boycotting all billboard advertisers and sending word accordingly to the merchants who patronize them. The effect of this boycott has been felt. Many of the billboards now carry only the discarded advertisements that newspapers and magazines reject. The members of societies for the protection of natural scenery are determined that the boycott of the billboard nuisance shall be extended everywhere as quickly as possible. It sounds the death knell of a growing and unbearable nuisance.

OUTLAW! Oklahoma is certainly progressive. A man named Jennings who served five years in prison for train robbery and who was recently defeated when he ran as a candidate for County Attorney, announces his candidacy for the Governorship. Mr. Jennings was a Democrat but his friends are urging him to run on an independent ticket. Of course he has a purpose, outside of getting a good fat office. He announces that his plan is to clean up his party and to drive out all the Democratic spoilsmen, political crooks, etc. In other words, Mr. Jennings is to run as a reformer. He makes the curious plea that, admitting that he has been a train robber, there are others, high in society, who are robbing the people and not getting caught or punished. It will be interesting to see what Oklahoma will do with Jennings. We think we can make a good guess.

KICKERS! The world is full of kickers. Some people kick because there is reason for it and some because they like to kick. A man was once heard to boast that he made it a practice to kick at everything, right or wrong, and that as a result he had set a good many corporations by the ears. Once while at lunch at a railroad restaurant he found fault because his coffee was not hot enough, though it was a good deal hotter than he got it at home. He wrote to the president of the railroad a vigorous complaint and failing to get a reply, wrote a second letter. His only purpose was to get an answer. His train was late another day and he also took this matter up with the president of the railroad. His carrier boy left a torn newspaper and this was made the subject of complaint, and so it went. Every day he sought out some reason to complain. If his complaints were unreasonable, he followed them up with stronger complaints until at last he forced attention upon the authorities. Men of this kind are public nuisances and should be tagged as such.

SHAMEFUL! A big dry-goods house in New York City failed recently. It had what it called a savings department in which 15,000 depositors had placed between \$2,000,000 and \$3,000,000 of their savings. All this money had been used to bolster up the concern. The depositors had no safeguards such as are required from savings banks, under the law. They are clamoring for their money and it is a question how much they will get of their hard-earned cash. Isn't it strange that legislators who have been posing as friends of the people and passing all kinds of laws, including some very silly ones, have failed to protect the public interests in this matter? It is quite a common practice for large stores to accept deposits of customers and pay interest on them. The Superintendent of Banks has called attention to this matter and bills have been introduced in the Legislature to safeguard the interests of the people, but influences have been brought to bear to defeat every movement of this kind. The result is seen in the lamentations of 15,000 depositors in a bankrupt concern. We are said to have a reform legislature at Albany and a Governor who wants to do things for the people. Here is the opportunity. No doubt the same abuse exists in other states.

CLERKS! The clerk, the bookkeeper, and the stenographer deserve to be remembered when wages are increased and bonuses distributed by generous employers. We hear a great deal about fair wages for the men and women in the mills, but what about the patient clerical force, toiling at all hours of the day and some of them into the hours of the night and bearing responsibilities such as few other workers have? In the recent announcement of a \$10,000,000 distribution of profits by a well-known manufacturer, it was said that it would not apply to the force of salaried employees, but only to the workers in the shops. This hardly seems credible, but we often read of profit-sharing arrangements which confer their benefits only upon the mechanical workers, ignoring the clerical force, either because the latter is much the smaller or because it is deemed unnecessary to propitiate these patient toilers. We have often wondered at this discrimination, for which there seems to be no justification. Salaried employees receive, on the average, a lower rate of compensation than the mechanical force and have much longer hours. We believe in the full dinner pail and the big pay envelope for the man who works in the factory, but we see no reason why the man in the office should not have his share of both.

Something for Nothing

Cupidity and Credulity Are the Chief Assets of the Cut-Rate Specialist

By LEWIS B. JONES

THE gilded youth who stakes his father's hard-earned coin at Monte Carlo—he's a fool. The clerk who wends his way to the pool-room at the noon hour and takes a flyer on the ponies, with his weekly wage—he's a fool. The yokel who bets his last greasy quarter that the pea is under the right-hand shell—he's a fool. The man who responds to the advertisement of the cut-rate store and buys a forty-dollar suit for seventeen sixty-nine—he's a wise one, or thinks he is.

Something for nothing—or next to nothing, which in the last analysis is the same thing—has been a human weakness since the first cave man exchanged his pet bludgeon for his neighbor's favorite wife, and found that she was old, toothless and withal a common scold. From the days when the Spanish adventurers suffered from hunger, thirst and fever in their quest for the Inca's gold, up to last Saturday morning when your wife bought a box of your favorite breakfast food for three cents less than the established and reasonable price and paid seventeen cents too much for a peck of potatoes, getting something for nothing has been a human weakness.

It's time we emerged. The come-on-man for the professional gambler is no more in good repute; it's time that those merchants who still use the cut-rate-come-on were reformed by an enlightened public opinion.

Retail price regulation can by no manner of argument be so construed as to mean an expense to the public. It means only that merchants shall not be allowed to make "leaders" of goods of established price and reputation and by offering such goods at less than their fair and legitimate price, deceive the public. Every man in business is in it to make money. The only exception to the rule is the city man who runs a farming business on the side—and he has hopes for next year.

Every man in business knows that there is a certain, and not inconsiderable, overhead expense. If he's a merchant, that expense includes his rent and clerk hire, his insurance, advertising, interest on investment (or borrowed money), his delivery system, depreciation and the thousand and one things that melt away the anticipated profits. If he's a good merchant, he knows to a hair what his overhead expense was last year and can estimate to a fraction what his percentage of overhead expense will be on this year's business. He knows too that the average profit on what he sells must be greater than this per cent, or it will be the sheriff's hammer, not opportunity, that will be knocking at his door.

There is no greater fallacy than the idea that the public can, to any considerable extent, profit by price competition between merchants on goods that have an established price. The gross profit to the dealer on such goods will likely average about thirty per cent. The dealer's cost of doing business will average about twenty per cent. A bare ten per cent. is then the only leeway that he has. In the exigencies of business he cannot afford to give away any part of this narrow margin of profit. His risks are too great. At any rate, he cannot legitimately benefit the public to more than the extent of this ten per cent. If he goes beyond that, it is unquestionably a case of unfair trading—of deliberately deceiving the public by offering a "leader" which he does not even want to sell but which he is using to attract customers for the sake of increasing his sales on other articles on which he makes an illegitimately wide margin of profit.

Such piratical price-cutting on the part of dealers interferes with distribution by upsetting the market and thus hampers the manufacturer in reducing costs that would, in the long run, result in benefit to the public.

Smith makes good coffee-pots: Ten merchants in the city of Richburg are selling Smith's coffee-pots at the established price of \$4. Brown, who is one of these dealers, to get business into his store for other lines of goods, advertises Smith's coffee-pots at \$3.10. Two other dealers, in alarm, offer the same goods at \$3. The other dealers still stand out for \$4. The war between the three wages merrily. They don't sell many of the coffee-pots because when people come in the clerks, under instruction, try to substitute something else. After a while Brown drops the game and tries it out with another line as a leader. The price of Smith's goods is restored to four dollars—on the price tickets. But the good women of Richburg no longer think of them as four-dollar coffee-pots but as three-dollar coffee-pots, although very few have actually been sold at that price. Indeed, they cannot be sold at less than four dollars without actual loss. Through the false idea of their real value given the public, the demand falls off, shoddy goods are substituted and the economical distribution of a meritorious article is seriously interfered with. The cupidity of a few merchants and the credulity of the people has established a gold-brick market in Richburg.

The real competition must be between manufacturers. Improvements in the goods themselves, improvements in manufacturing methods and increased sales through proper merchandising methods, including the regulation of the re-sale price, all conspire to the benefit of both the manufacturer and the public. In the long run, the manufacturer who produces the best goods, gives the best service and sells at fair prices will be the one who is in a position to benefit the public by a reduction in price or an improvement of product at no increase in price. There is in this a direct division of benefit, but such benefit is surely dependent upon the prosperity of the manufacturer. As

Col. Roosevelt ably puts it in a recent editorial on the Interstate Commerce Commission: "There can be no division unless the prosperity is there to divide."

There should be no confusion in the mind of the reader between "price agreement" and "price maintenance." The former presupposes an agreement between professed competitors as to the prices which are to prevail on their goods. "Price maintenance," in the accepted sense, refers only to the right of a producer to fix the price at which his own goods are to be re-sold. Such right of the producer to control the marketing of his product is fully established by law in several European countries and it has by no means added to the problem of the high cost of living.

The Supreme Court, by the narrowest of margins, however, has ruled that the manufacturer, even of a trade-marked article, has no control over the re-sale price of that article under the existing Federal statutes. What is needed is a statute that will give him such control, a statute that will make for clean business, that will elevate competition to one of quality and service rather than degrade it to one of mere price. Anybody can cut prices. It takes brains to compete with goods that sell and continue to find favor because they are better than what the world has known before. Under such a statute there would be no temptation to the manufacturer to charge too much for his goods. Competition would still be there as active, as virile as ever.

One manufacturer makes and sells an automobile at \$5,000; another makes and sells an automobile at \$2,000; another makes and sells an automobile at \$500. Would a law which fortified each of these manufacturers in the right to insist that there should be no deviation, on the part of dealers, in this price set by him, interfere with competition? Would it enable the maker of the \$500 car to mark up his price to \$5,000 or to \$2,000, or even to \$600? Not a bit of it. Competition would stop that. But it would prevent a malicious offering by a rival dealer of his car at a price which would depreciate it in the estimation of the public and thus injure him, his dealers and the owners of his cars.

Were it not against the ethics of all maginedom—perfectly proper ethics, by the way—to publish in the reading columns what might be construed as a puff or write-up or friendly reference to some goods or some advertiser, it could be shown right here by numerous instances that on widely advertised trade-marked goods in many lines, goods on which the price is rarely if ever cut by the retailer, there has for twenty years been a downward, heavily downward trend to prices. Think over the advertised trade-marked articles, ordinarily sold at their full list-prices, articles that you know and buy. In spite of the increased cost, in many cases, of raw materials and of the universally increased cost of wages to the manufacturer, these goods have not increased in price. A possible exception is in canned meats, where the increased cost of the meat on the hoof has made it impossible to hold prices down to their former figure. Price maintenance has not worked harm to your pocket, but has rather contributed to the success of these concerns, has kept their dealers so enthusiastic for their wares that they have enjoyed a wide and growing market, a business established on confidence. This in turn has contributed to the prosperity of these manufacturers; in some cases it has enabled them to reduce the cost; in other cases it has enabled them to avoid the raising of the price to you in spite of more expensive raw materials and labor.

The Sales Manager of a large manufacturing concern is quoted in Thomas A. Fernley's book, "Price Maintenance," as follows:

"The only phase of competition which can benefit humanity is quality competition, and that is the exact antithesis of price competition. The two cannot ride in the same boat. When price competition begins, quality competition ceases.

"Price maintenance, that is, the insistence of a manufacturer that his goods must be sold at a given price, is a powerful but beneficent force which destroys the evil—price competition—and preserves the good—quality competition.

"Let us consider a fanciful illustration.

"Suppose Congress should decree that six dollars must henceforth be the retail price for a certain style of revolver, also fixing arbitrary commissions for jobber and retailer. Is competition killed? Not at all. They have simply wiped out price competition. The rivalry between manufacturers is as intense as ever, but it is wholly a rivalry in excellence. Each gives the last possibly penny in quality. The consumer gets the long end.

"We will now introduce a reform wave which effects the repeal of the above statute and forbids price maintenance in any form.

"Result: The manufacturer making the least desirable revolver and whose trade is, therefore, smallest and least profitable, cunningly divests his product of a little quality where it won't show and floods the market by declaring a retail price of four dollars. Other manufacturers follow suit. Unchecked price competition among jobbers and retailers breaks the four-dollar price until profit disappears. Said jobbers and retailers clamor for prices which will restore their profits. Again the manufacturer's price of the least desirable weapon is cut, with a corresponding sacrifice of quality, and again the others follow suit.

"Where will it end? The manufacturers can combine or they can fail.

"Now has the consumer benefited? No! he has paid

out a lot of money for something he did not want. Instead of owning a revolver that would have been a source of pride and satisfaction for his whole life, he has acquired a dangerous, fraudulent, crude piece of junk which he will probably give or throw away."

Overdrawn? Perhaps a trifle; one or two of the manufacturers, if provided with ample capital, might have held to their quality ideals and weathered the storm; but they would have been hurt and so would the public.

It is to the little fellow in business that the making legal of price maintenance is important—both the small merchant and the small manufacturer. It keeps the big fish from swallowing the little fish; gives protection against unfair competition on the part of the price-cutting merchant and enables the small manufacturer of a new and meritorious trade-marked article to more rapidly gain a wide market because he can assure to the prospective dealer a certain definite profit on the goods that he sells.

Whatever makes for economical manufacturing and economical distribution makes for economical buying. Permitting unlimited price-cutting competition between retailers is like turning a garden hose for a few minutes into the top of a big apple-tree. It may wet the fruit and leaves and make them look attractive for a short space, but the real nourishment that will make a big crop of fine fruit has got to come from the roots. That's where the moisture and the fertilizer must be applied. Real competition, competition that will give us better goods, or the same goods at a lower price, must begin back at the roots—in the factories.

Two manufacturers are turning out—well, let's come back to coffee-pots again. These are very similar; each, however, has advantages over the other. Both are good, both houses are reputable; both coffee-pots are sold at the same retail price, \$4, the same price to the retailer and the same jobbing price. Competition is hot, but the makers are wise. A sees where B is ahead of him in one detail; he does not cut his price but improves his product to meet that point of superiority and B makes an improvement in another respect. These improvements are made the most of in talks to the trade, through advertising and through the traveling salesman. Both A and B increase their business and the public gets better goods for the same money. Then A, perhaps puts out a cheaper grade, say at \$2, but still price-protected and good value, while B gets up something extra fine that he successfully markets at \$6. Both are prosperous; eventually both have a line of coffee-pots from the most inexpensive to the most elaborate. In all of these goods the public pays a fair and reasonable price according to quality. There is honest competition—the competition of quality. Competition has been stimulated along right lines. It has not been killed by cut-throat methods. The merchants are satisfied and so are the housewives.

The establishment of uniform selling prices means that the old adage "Let the buyer beware" is but a relic of the Middle Ages. It means that your children can be sent to the store without danger of their being imposed upon. The Government insists that railroad rates shall be uniform both as to freight and passenger traffic; insists that one man shall have no advantage over the other in buying transportation. Why is it not equally logical that the prices of standard goods, that are readily identifiable through their trade-marks, should be sold at a standard price, whether marketed through the department store, the mail-order house, or at the little store around the corner? Why should the law interfere in behalf of the big store, making it possible for it, while selling ninety-nine lines of goods at a profit, to put its smaller competitor out of business on one line? After which it can resume the normal profit on that line, even though in the meantime it has seriously injured the good name of the manufacturer whose goods it has used to accomplish its unfair purpose.

It is not merely in railroad rates that the Government recognizes the advantages of the policy of price maintenance. The Pan-American Union is offering for sale a book on the Panama Canal, which it offers to book-sellers in quantities of ten or more at 55 cents a copy, "with the understanding that the retail price shall not be less or more than \$1 a copy." The Pan-American Union is an organization maintained by American republics "controlled by a governing board composed of the Secretary of State of the United States and the Diplomatic Representatives in Washington of the other American nations." Indirectly at any rate, the Government seems to have given sanction to the policy which it prohibits to other publishers, and furthermore the margin of profit which it insists on the book-seller keeping for himself is much larger than that usually provided for by manufacturers who endeavor to have their goods sold on the price maintenance plan.

There has been in the public mind a sad tangle on this question of price maintenance—an erroneous confusing of it with price agreement. This confusion has extended to Washington and legislation unfavorable to price maintenance has for more than a year been an imminent danger. With the tariff and banking legislation out of the way, this subject will no doubt again come to the fore—but there are indications of a new and clearer vision. Free discussion in the press and on the platform in dispelling the fog. As Mr. Brandeis puts it in a recent issue of *Harper's Weekly*:

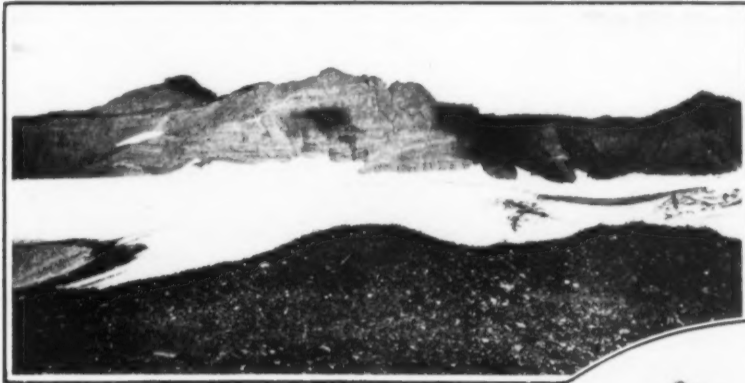
(Continued on page 91)

A Woman Who Climbs Glaciers

By GENEVIEVE A. WALSH

EDITOR'S NOTE: It is a far cry from the perils of adventure on a Montana glacier to a ballroom in Washington. Miss Walsh, who writes so vividly of the ice-fields of her State, is the daughter of Senator Thomas J. Walsh of Montana. Congress being in session and her favorite playgrounds being under the embargo of winter, she is now one of the

figures of the younger social set in the nation's capital. There is something refreshing in her vigorous defense of our native glaciers, which she insists are just "as real and live, as anywhere else in the world, I'm sure." And so are we. But her own personal story of adventure is not less interesting.



A GLACIER AT CLOSE RANGE

The terminal moraine of Sperry Glacier. The material is loose, the stones rough and jagged, and one must be nimble as a goat while crossing it.



FIRST AID ON A STEEP SLOPE

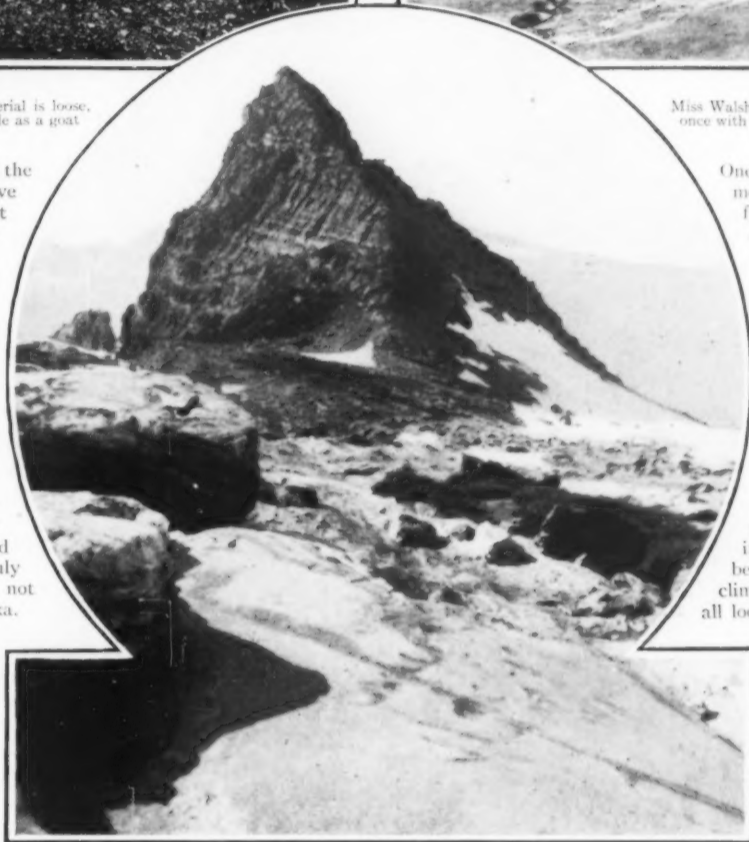
Miss Walsh crossed the Sperry Glacier twice without the rope and once with it. The trip is not dangerous but the rope gives a sense of security.

FOR a good many years I have enjoyed the distinction of being the first child to have crossed Sperry Glacier, now the best known and most visited of the moving ice-fields in the Glacier National Park. I earned that title thirteen years ago and I was really quite proud of the honor. I was therefore much distressed when, a couple of years ago, a geologist informed me that there were no real glaciers in the United States. At the time I knew too little of glaciers, their characteristics and distinctive marks, to take issue with him. But later the same question came up in my presence, and for the purpose of acquiring some definite opinion about it, I made another trip to Sperry last summer. I'm going to tell you all I know about it and I hope that you will agree with me that our new park is rightly named, and that Montana can lay claim to glaciers as truly genuine and interesting, though, of course, not so large, as those of Switzerland and Alaska.

In the higher mountain regions of every country where the snow-fall of winter is heavy and the climate cold, some of the snow remains unmelted from year to year and causes perennial snow-fields. These are common in our western mountains. The only condition necessary for them is an excess of snow-fall over snow-melting. The snow thus remaining undergoes, in a short time, an obvious change. The soft, fluffy flakes become granular, and the name given such snow is neve. This neve becomes more compact below and finally grades into porous ice where the snow is of considerable thickness. Then you have a field of ice but not a glacier, and it is such that some believe our glaciers of Montana to be.

When the accumulated mass of snow and ice has become very deep, the ice underneath begins to move, very slowly ordinarily, yet noticeably to those who recognize the signs. It is when this motion begins that the ice-field becomes a glacier, the name being applied only to the more solid portion below the snow-field. This advance of the ice from the snow-field may not be apparent, for very frequently the ice-melting at the lower edge of the glacier exceeds the forward movement, so that the end actually retreats, or may just equal it, in which case the terminus remains stationary. So unless the forward movement of the ice exceeds the wastage and the end visibly advances, other ways must be taken to determine whether the ice of a snow-field is in motion, and whether one is actually dealing with a glacier.

There are certain phenomena which always accompany



"THE MATTERHORN OF AMERICA"

One of the inspiring peaks of Glacier National Park, showing the glaciers on its slope.

moving ice. First, there is the accumulation of surface rock debris. Ice in motion tears off and carries with it much rock, which gathers in belts or moraines along the sides of the ice, at its foot, and often lengthwise on the surface of the ice somewhere between the two margins. These various moraines are called lateral, terminal and medial. This glacial debris, too, is of a peculiar character. It is of all grades of coarseness and fineness, the coarsest materials usually being plainly scratched or striated by glacial wear, though not rounded as are stones carried by rivers. Also the rock floor along the edges of moving ice will show grooves and scratches worn by the ice, which is continually advancing and then being melted back.

There is another indication of glacial movement. Ice is readily broken and crevasses appear wherever there is any appreciable tension. Most commonly they result from tension between the faster moving center and the slower moving margins of the glacier, or from change in the grade of the bed.

from the edge of the ice, are clearly the result of tension between the ice held more or less stationary by the jutting rocks of the mountain and the freely moving ice of the inner portions. We all stood close enough to the edge of the crevasse to peer down into that abyss of glistening ice as far as the light from above penetrates. Really it was quite terrifying, especially when from it came the roar and rush of tumbling waters.

At the foot of the glacier these waters emerge, most of them to plunge over a three-thousand-foot wall into Avalanche Basin, some to form a tiny lake at the edge of the ice. In this latter the peculiar color of the water due to its load of rock particles is particularly noticeable. Instead of possessing the crystal clearness of most mountain lakes, it most strongly resembles a mud puddle in a city street. The water falling over the wall and feeding Avalanche Lake some three thousand feet below apparently loses enough of its load en route to retain only sufficient opaque-

(Continued on page 91)



A SWISS CHALET ON LAKE McDONALD

Here the guests are entertained by young women in Swiss costume who wear their hair in braids in regular Swiss fashion.



THE CLIMBER

Miss Genevieve A. Walsh, daughter of Senator Walsh of Montana. She is a Vassar girl and one of the most attractive young ladies in Washington life.



GLORIOUS LAKE McDONALD

This is the gateway to the land of the glaciers. The Swiss chalet has a broad veranda which looks down on this scene.

The Woman Who Works

By THOMAS VAN BUREN

(See photographs on last inside cover-page)



A MILL-WORKER FOR FIFTY-ONE YEARS

Miss Melissa Hodgdon, of Saco, Me., who is bright and cheerful after more than half a century of life in cotton-mills.

THE photographs which accompany this article and are hereby made a part hereof are of European women, and peasant women at that. But of such were most of the women who helped to make America—the true Colonial Dames and Mothers of the American Revolution. Many of them were unlettered; some were uncouth; but most of them worked and were proud of it. They brought men-children into the world, not soft-haired 'sissies'; and they reared their daughters in the simple virtues of the home instead of teaching them the latest steps in that series of dances which have been properly described as "sex orgies set to music."

If one of the original Colonial Dames, who did her own cooking and washing and weaving and dress-making and still found time to help out in the fields, could walk down one of our city streets today and observe one of her descendants, she would not be edified. In the course of evolution, the American woman has become merely "the female of the species," a creature with deformed feet, encased in stockings obviously selected for exhibition, with hair and complexion both acquired; and attached to an imitation dog which might be a cross between a monkey and a caterpillar—and

with a vanity which even her mirror cannot make her recognize.

For the modern city woman (and girl, too) is positively blind in her own conceit. She has taken seriously most of the slush that has been written about her, as well as the frothy adulation that so many men know "goes" with nine women out of ten. She has come to regard herself as the perfection of all the civilizations that have come and gone, the possessor of all feminine graces except the right to vote. It may not be an ill-spent hour, therefore, when an American man drops a few explosives into the camp.

As a matter of fact, the average American woman (especially in our large cities) does not begin to compare, as a wife and mother and home-maker, with the woman from the north of Europe. She is by comparison a spoiled product

of the harem, a non-producer and reckless spender, a luxury and almost a vice.

Take, for example, a young Swedish wife and mother into whose home I recently dropped by mere chance. Young, dainty as a piece of Dresden china, mother of two beautiful and refined girls, a superb cook and proud of her expertness, with an exhibit of embroideries which would do credit to an art exhibition, and with an industrious and well-paid husband, I was amazed beyond expression when she told me proudly that she was also the janitor of five small apartment houses. And she was simply bubbling over with the joy of living and working.

The value to this nation of a woman like that is far above rubies. Not that I approve of so excellent and frail a woman doing the dirty work of a janitor; far from it. But I honor her for being willing to do it and for not being ashamed of it. A hundred chances to one, the men who eventually marry the girls reared in that home will never appear in a divorce court.

One of the troubles with the modern woman is that she no longer regards work as honorable. When company comes to dinner, Mrs. Brown apologizes for being in the kitchen and tells how hard it is nowadays to keep a cook. Her daughter is a bookkeeper, but Mrs. Brown will not concede that Nellie works. Oh no, she "goes to business." Charlie, who works in a butcher shop, of course does not go to business; he goes to work. Both the mother and the girl are ashamed to work, but they are not ashamed of the emptiness of their heads, nor of the petty vanities that make up three-fourths of the modern woman's life.

When woman was introduced into the Garden of Eden, you remember, the basic idea was that she should be a help to the man—not a millstone tied about his neck. And the happiest homes in America today are those in which that primeval idea yet

(Continued on page 91.)



GERMAN WOMEN NOT ASHAMED OF THEIR SPINNING-WHEELS

A group of spinners in the old Thuringian costume at Gotha, Germany, where a national festival was recently held.

The Problem of Alaska Solved

Bureaucratic Rule to Give Way to Government by Commission

By EDGAR ALLEN FORBES

EDITOR'S NOTE.—Secretary Lane, in the first annual report of his administration of the Department of the Interior, makes sweeping recommendations to bring about a new era in Alaska. Here are some of them, stated in his own words: "But now, after a long pause, it would seem to be the sense of the people that we shall proceed at once and in a large way to deal with the problem of Alaskan development. We should undertake the work in the spirit and after the method of a great corporation wishing to develop a large territory. In my judgment the way to deal with the problem of Alaskan resources is to establish a board of directors to have

this work in charge. Into the hands of this board or commission I would give the national assets in that territory, to be used primarily for her improvement. I have already expressed to the Congress my belief that it was wise for the Government itself to undertake the construction and operation of a system of trunk-line railroads in Alaska. The coal fields should be opened not to speculators but to operators. Those should have these lands who will use them. . . . Sufficient land should be leased as a body to justify long-continued and economical operations." All of which, if favorably acted upon by Congress, means a new era in Alaska.

WHEN Kipling penned his oft-quoted phrase, "There's never a law of God or man runs north of Fifty-three," he had reference only to the seal islands. As a matter of fact, there are as many laws of God in Sitka or Nome as in Peoria or Pensacola; and as for the laws of man, it is the superabundance of these that has kept the Territory from developing. And now rises up a Secretary of the Interior with a proposition that all this multiplicity of laws and regulations be swept aside and that Alaska be administered under a commission form of government. And there can be no doubt of the rejoicing north of Fifty-three, wherever two or three Alaskans are gathered together, as they realize that there is at last a Secretary of the Interior who knows that Alaska is on the map.

Mr. Lane's epoch-making suggestion is that all of the national assets in the Territory be turned over to one local board or commission; the plan is so full of common sense that we may wonder why somebody never thought it out before. His recommendation is based upon two main facts, well-known up there and easily discernible anywhere: (1) The impossibility of administering the largest body of unused and neglected land in the United States through officials who are 5,000 miles from the point of action and most of whom have never seen it and have some very ridiculous ideas about it. (2) The necessity for co-ordinating all the departments of Government so far as they relate to the public service, in contradistinction to the internal affairs of the organized Territory. What, for instance, could be more hugely absurd than the present system which places the preservation of the black bear in one department of the Government, and the brown bear in another?

Let no one fear that such a Commission would wreck the Territory. If some shrewd, sinister Secretary of the Interior should set all the creative faculties of his brain to the task of working out a plan which he intended should bring Alaska crashing in hopeless ruin in our backyard, it is doubtful if that result could be more surely achieved than under the existing plan of Government. Not the designing "interests" but highly honored "statesmen" have been the Alaska peril. The seal islands, for instance, have been continuously in the hands of a Bureau in Wash-

ington which is supposed to be presided over by men of ability as well as honor; yet the smell of the scandal connected with their administration is scarcely surpassed by the stench of the killing-grounds where the herd of 4,000,000 seals has been reduced under two leases to a paltry 123,000. Leaving out all question of graft, is it not about time that we acknowledge our stupendous failure and give this business-headed Secretary of the Interior a chance to try what looks like a safe and sane method of administration? As he says, "it offers a rare opportunity to exhibit the efficiency of a Republic."

And it is certain that "the efficiency of a Republic" has not hitherto been exhibited in Alaska, where it is so much needed. We have had eminence, expertness, bravery, and industry up there—but not efficiency. The fault lay not with the men in the field but in the system of bureaucratic division of control which made their work hopeless.

We need concern ourselves little about the men who will compose this Alaska Commission, if Congress approves the recommendation. The President and Secretary Lane are likely to pick men whose integrity is unimpeachable—and that is the main requirement. That vexed question of the Alaska coal lands, which raised a hubbub that reverberated throughout the nation, it is so simple that any ordinary man (provided he be honest and with a proper sense of the public service) could easily settle it to the complete satisfaction of the whole country, from Nome to Key West—assuming that his hands were not tied before he left Washington.

The forest reserves of Alaska, the administration of which has provoked more profanity among the Alaskans than you can hear in the whole American Navy, could be properly handled by any ordinary bookkeeper, even if he should not be able to tell a hemlock from a slippery elm—assuming him to be honest and without any text-book theories of that form of Conservation which is spelled with a capital C.

If the farming lands of the Tanana and Yukon valleys—all of which are virtually closed to settlers—were to be taken out of the jurisdiction of the General Land Office and turned over to Georgeson, that heroic and public-spirited expert in agriculture who has so modestly worked all these years at Sitka, the whole Territory would be

opened up and that without his losing an extra night of sleep.

And so on, through the list of activities upon which the future of Alaska depends and with which the national interests are interlocked. There is not any great administrative problem in that neglected land (with the possible exception of the railroad conundrum) which calls for any preeminent statesmanship or marvelous degree of technical expertness. Integrity and a willingness to work hard at the job and to live in the middle of it—these are all that is needed to open Alaska.

Let us suppose, for instance, that Alfred H. Brooks, of the Geological Survey, were directed to transfer his desk and his pipe from Washington to Juneau, as Commissioner of Mineral Resources; that the heroic William T. Lopp should join him there as head of native education; that Col. "Dick" Richardson, the road-builder, should move over from Seward as Commissioner of Public Roads; that Seth Mann, of San Francisco, should be persuaded to become Railroad Commissioner; and that the General Land Office and the Forest Service should be represented at Juneau by officials with power to act. And assume also that Secretary Lane's other recommendation is adopted—that the funds raised from the natural resources of Alaska be hereafter devoted to roads and railroads and telegraphs, "or for any other purpose which would make its resources more quickly available to the world." What would be the result?

Answer: Unbounded joy and hope "north of Fifty-three" and the speedy verification of this paragraph from the last report of the Governor of Alaska:

The statement that Alaska is destined to be the future home of millions of Americans and that it will comprise several new States is not extravagant. . . . Given reasonable opportunities Alaska will be a "poor man's land," one where is not found the "millionaire's home on the hill and a thousand hovels in the valley"; one where the poor man is not a pauper or has the fear of pauperism in his heart. The Territory is not a Utopia, though it has been so pictured. Neither is it an "ice box," fitted only as a habitat for polar bears, Eskimos, and fur seals, which was long a popular delusion and which is still cherished even in many parts of the United States. It does not measure up to the Utopian ideal under existing conditions. It has, however, all the materials for the making of an ideal State or a number of States. It has in the raw all the resources, natural advantages, and opportunities that were offered to the pioneers in other Territories of this Republic, and all that the pioneers of Alaska ask is to be permitted to make legitimate use of them. Alaska may be preserved and developed as the truly representative section of America.

People Talked About



PARKER-BATES

ONLY WOMAN STATE OFFICIAL IN ARKANSAS

Miss Eva Reichardt, of Little Rock, who has for five years been State Organizer for the School Improvement Association, under the direction of the State Department of Education. She is entitled to much of the credit for the educational advancement of Arkansas during this period.



HARRIS & BRINE

EIGHT BEAUTIFUL DAUGHTERS OF DISTINGUISHED MEN

The receiving line at Miss Genevieve Clark's New Year debut in Washington, which was a very brilliant affair. Left to right: Miss Madeline Edison, daughter of the inventor; Miss Helen Cox, daughter of the Governor of Ohio; Miss Katherine Hill; Miss Alice

Preston, daughter of the Mayor of Baltimore; Miss Marcia Murdock, daughter of the Congressman from Kansas; Miss Dorothy Harvey, daughter of Col. George Harvey; Miss Imogene Thomson, and Miss Genevieve Clark, daughter of Speaker Champ Clark.



OLIVER

AFTER 78 YEARS, SHE WANTS TO BE AN AMERICAN CITIZEN

Miss Ellen Pooley, of Illinois, who as a girl of three years arrived from London in the "Louisa" seventy-eight years ago. She has just taken out her first papers at Chicago in order that she may avail herself of the right to vote.



COURTESY INTL. NEWS

FIRST WOMAN ON A BIG NEW YORK CITY JOB

Miss Katherine B. Davis, Ph.D., who has just been appointed as the head of the Department of Correction in New York City and has 5,500 prisoners under her jurisdiction. She has for thirteen years been distinguished for her work in criminology at the Bedford Reformatory for Women in New York, and has been closely identified with Mr. John D. Rockefeller, Jr., in organizing a Bureau of Social Hygiene to grapple scientifically with the vice problem. Her new position carries a salary of \$7,000 a year.



ODER

YOUNG, BUT SHE IS A BIG LAWYER

Miss Nelda Jaeger, of Tacoma, Wash., who is one of the best women lawyers on the Pacific Coast. Most of her practice has been in the State and Federal courts, but she has recently been admitted to practice before the Supreme Court of the United States.



HEINERLE

TWELVE REASONS WHY RUFUS HAYDON SHOULD BE AN ARKANSAS SHERIFF!

Unique campaign document being used by Mr. Haydon, of Faulkner County, Ark. He is sending out postal-card pictures of his twelve children as the "twelve reasons" why he should be elected sheriff and collector, this being the most important fiscal office in that

county. The card says: "It's true there are bigger men in Faulkner County physically, but Nelson, the great naval hero of England, and Napoleon, who disturbed the balance of the world, were no larger." His "reasons" are convincing.



Mc KEE & KATZ

MARK HANNA'S DAUGHTER A WASHINGTON LOBBYIST

Mrs. Medill McCormick, daughter of the late Senator Hanna, is the new chairman of the Congressional Committee of the National American Woman Suffrage Association. She has long been prominent as a leader of the movement in Illinois.

The Old Fan Says:

By ED A. GOEWEY. Illustrated by "ZIM"

"OUR old friend, Joe Tinker, has certainly stirred up something, hasn't he?" inquired George, as the Old Fan breezed into the tobacco emporium, and greeted the assembled fans.

"Yes," responded the veteran sport, "and before this muddle is straightened out you are going to see an upheaval in the baseball world that will make the lamented Brotherhood war seem like a Sunday school picnic by comparison. I told you weeks ago that this winter would develop more excitement for the rooters than any playing season within your memories, and my little prophecies are coming true. Today, from one end of the country to the other, the national pastime is being more widely discussed than during a world's championship series, and as even such baseball wisecracks as Ban Johnson, Garry Herrmann and Governor Tener cannot make a good guess as to the final outcome, it is small wonder that the millions of rooters throughout the land are making things hum with speculation and questions for accurate information. One thing is certain, however, the newspapers and magnates of the major league that a few weeks ago treated the Federal organization as a subject fit only for jest and ridicule, have pulled in their horns. Recently the former have ceased to josh the 'outlaws,' their boasts and their promises, while the leaders of the aggregations that have controlled the baseball business absolutely and ruled with an iron hand are either quaking in their boots or running around in circles. Many of them are talking boldly about injunction proceedings and a blacklist of players who jump, but they don't mean half that they say, and the opening of the season will probably see the whole bunch steering as clear of court actions as the National League magnates did when Ban Johnson made a wholesale raid on their clubs to form his American League.

"Personally I doubt if the much-talked-of reserve clause in the players' contracts will prove to be worth the paper on which it is written if it is ever subjected to the courts, though it must be obvious that without it baseball would never have reached its present high standing. What the magnates of the major organizations are likely to do at the final show-down is to arrange some new plan by which players will be signed on long-term contracts, conditional on a creditable baseball showing in return, and an understanding between all the clubs in the various leagues in organized baseball that one team will take a player from another club only in conformity with some such rules as have been in vogue for years. You can be perfectly sure that the owners of outfits in the two major leagues are too wise to countenance any change that would permit players to jump about as they saw fit or whenever some club suggested a raise in salary of more than two dollars.

"The average baseball player realizes that he is making more money out of the game than he could possibly earn in any other business, and yet, in their eagerness to grab a few more dollars, players have given but little heed to the fundamental principles which built up the business and must be maintained if the present prosperity is to continue. The almost imbecile conduct of the players when they formed the defunct Brotherhood set baseball back many years and brought salaries down with a slump. Some of the recent demands of the players were ridiculous, but the boys insisted that they be put through, with apparently but little thought of the game in the future.

in ten years, working eight hours a day and practically every day in the year? But this Tinker objected to playing in Brooklyn because of his outside business interests in Chicago. He wanted to play in the Windy City to be near these outside interests as much of the time as possible. Can you beat that?

"What business has a ball player receiving thousands of dollars a year for a few hours' work a day during a few months of the year having outside business interests that will interfere with his playing? Can you imagine what would happen to the bookkeeper who told his boss that he'd like to do his work at home that he might keep an eye on a coal and wood business he was conducting from

intercollegiate bouts this winter, and it is said that the titles at his weight already are as good as won. George H. Brooke, the Pennsylvania football coach, has his eye on Dorizas for the eleven next September. 'If this fellow can be taught football,' he said, 'he'll surely leave a name behind him as a star wearer of the moleskin.' Dorizas's rules for health and strength are clean living, moderate daily exercise taken regularly, plenty of fresh air, daily bathing and, most important, sleep at such times as sleep is demanded.

Life's Only a Ball Game

"The widespread interest in the National pastime and the fact that both men and women understand the most intricate plays of the game have caused many clergymen to preach sermons in which baseball was used as part of the subject matter. The best sermon of this character was delivered recently by the Rev. Warren P. Coon, pastor of the Union Street Methodist Episcopal Church, of Newark, N. J., and his text was, Our National Game. Mr. Coon, among other things, said that the devil plays third base in the baseball game of life and is striving constantly to cut off the Christian runners endeavoring to reach 'home' in safety. The clergyman, he suggested, occupies a position similar to the pitcher and using the gospel as the baseball, he endeavors to deliver it with accuracy and with no fumbling. 'Team work in the congregation is absolutely necessary for success,' he said, 'and once a player gets on base he is compelled to use patience, skill and perseverance to reach his goal. No matter how fast one can run and no matter how far he plays off base in an effort to reach home, the evil force (who has an enviable fielding record) is on third base ready and anxious to tag out the runner. Many 'die at that point.' Last of all, God is the umpire, and His decisions are final. The sermon was brimful of truths and had the 'punch' that carried with it conviction and greatly pleased the crowd of worshippers and fans who heard it. Among them were the members of the Newark International League Club, headed by their manager, Harry Smith.

American Golfers After Championship

"It won't be surprising to many of the golf enthusiasts on this side of the big pond if some American golfer returns to the United States this year bringing with him the British amateur championship. The tournament will be played in England the week of May 18, and, to date, four of the best players in this country have signified their intention of competing. The newest star to announce that he will try his luck abroad is Fred Herreshoff, who has long been recognized as one of the most expert players on this side of the Atlantic. His most notable achievement was his thirty-seven hole battle against Harold H. Hilton, the British crack, at Apawamis, in 1911, when he lost the national championship by the narrowest of margins. The metropolitan title was won by Herreshoff in 1910 and he was the runner up in 1908. He was the metropolitan semi-finalist both in 1907 and in 1911. The other three stars who will compete at Sandwich are Jerome D. Travis, the four times amateur champion; Francis Ouimet, the open champion, and Henrich Schmidt, who did so well last summer in the British championship at St. Andrews. Although assertions have come recently from England that Francis Ouimet is not an amateur golfer in the strictest sense of the British rule, the wonderful youth who won the memorable play-off in the American open championship, defeating Vardon and Ray, has announced that he fears no trouble on that score. Certain English authorities claim that Ouimet's amateur standing is all right under the American rules, but that it would be considered 'tainted' on the other side, because he had once been a caddie. His caddie days were done at fifteen, almost a year within the proscribed limit.

Coombs Will Twirl in 1914

"A piece of news that will tickle every member of the mighty army of baseball rooters is that Jack Coombs, the star twirler of the Athletics, who was seriously ill practically all of last season, will be on the firing line again in 1914 doing his share toward bringing another world's championship to Quakerstown. Jack is now able to get about a little and he will recuperate this winter at his Maine farm. The illness which kept him in bed for so many months has left him one-sixteenth of an inch shorter in stature, a fact established when an X-ray photograph of his spine was taken recently; but his physicians have assured him that his great heaving arm will regain all of its former wonderful strength."



Getting ready for this Summer's big show.



HERE AND THERE IN SPORTLAND
Polo ponies may be any size this year.



A desperate race for seventh place is assured.

his basement? You bet you can. Think of a salesman who would object to going West to sell goods because he had a personal side line that would sell better in the South. Personally yours truly fails to see anything in the Tinker line of argument that will go hand in hand with true sport. As for some of the other men who have been taken from the majors by the Federals—well, it gives me a laugh every time I think of them as factors in building up a new and struggling proposition.

"I told you long ago that the Feds had some money and that they were going to do something more than talk, but it's going to take a tremendous amount of coin to keep this 'outlaw' organization going with its clubs scattered all over the United States from the Atlantic to the Missouri River and with some of them located in notoriously poor baseball towns. Several leagues, which blossomed with a great flourish of trumpets, died very sudden deaths, and the fact that one of the club owners in the new outfit owns a chain of restaurants may come in handy before we again are treated to snowball weather. But if the Federal League has the financial backing to keep up the fight, does succeed in playing genuine A 1 baseball and wins recognition from the fans, it will, in time, be given the position it desires in the baseball world.

"To an old fellow who has been watching baseball grow and develop for these many, many years, it would appear that the best plan for the bosses of the National and American Leagues to follow would be to cry 'good riddance' to every man who jumps his contract and goes with the Federals. Whether the reserve clause will or will not stand the acid test in court does not figure in the case. The players signed their contracts with their eyes open and in breaking them the men know they are not doing right. Then let the majors and the 'outlaws,' as Johnson has suggested, make the coming season a fight all along the line. If the Federals win out, give them the glad hand. If they lose, let them be buried to slow music and without cheers. However, if the Feds 'bust,' I hope every contract jumper goes with them.

Pennsylvania's Wonderful Strong Man

"A real old-fashioned 'strong man' has been located in the sophomore class at the University of Pennsylvania. His name is Mike Dorizas and he is a native of Greece. He is a graduate of Robert College in Turkey and is taking a post-graduate course at Pennsylvania. He stands over six feet in height, weighs 250 pounds, is a wrestler of unusual ability and is very quick on his feet. Dorizas already holds one intercollegiate record, for one afternoon, not long ago, he went through the standard college strength test and smashed the world's record by over 500 points. Some idea of this wonderful athlete's development may be gained from the fact that the circumference of his thigh is twenty-nine inches, the exact measurement of the waist of the average freshman entering Pennsylvania. He does no special training, but is always fit, and like Jim Thorpe, the great Indian athlete, was born strong. Those who have seen the work of the mighty Greek wrestler declare that to-day he is practically unbeatable, and Emil Beck, the wrestling instructor, expressed the opinion that if Dorizas would specialize for a year, he would be able to throw any man in the world, including Frank Gotch. Mike will compete in the heavy-weight



MIKE DORIZAS
University of Pennsylvania's strong man.

Jerome D. Travis, the four times amateur champion; Francis Ouimet, the open champion, and Henrich Schmidt, who did so well last summer in the British championship at St. Andrews. Although assertions have come recently from England that Francis Ouimet is not an amateur golfer in the strictest sense of the British rule, the wonderful youth who won the memorable play-off in the American open championship, defeating Vardon and Ray, has announced that he fears no trouble on that score. Certain English authorities claim that Ouimet's amateur standing is all right under the American rules, but that it would be considered 'tainted' on the other side, because he had once been a caddie. His caddie days were done at fifteen, almost a year within the proscribed limit.



His master's voice.

There are some mighty fine fellows playing baseball and there are some who can scarcely write their own names and whose work during the fall and winter off seasons nets them as much as two dollars a day or less. Is it any wonder, then, that the club owners, with millions of dollars invested, object to letting their players (all of whom are most liberally paid) run their business?

Tinker's Modest Desires

"Take the case of Tinker. According to the men who owned the Cincinnati club he was a failure as a manager. But he may have several years of good baseball left in his system. He was sold to the Brooklyn club and of the purchase price was to receive \$10,000 in cold cash as a bonus. Pretty good for a young man who broke into the game from a team organized among the employees of a Kansas City department store, eh? In addition he would probably have been paid a salary of \$5,000 a year for a term of three years, with plenty of leisure time for himself during the fall and winter. That makes \$25,000 for a very brief period of this gentleman's baseball career. How many college graduates do you know who make that much



His finish.

The \$100,000 Diamond

A Detective Story



"GRUMPY"

He is a testy old gentleman of ninety or thereabouts, but with all his peculiarities proves a loyal and lovable person. The years have not dulled his intellect nor lessened his detective genius.

IF you had lost a \$100,000 diamond that had been entrusted to your care, and seemed in a fair way to have your sweetheart stolen by a villain, how would you feel about trusting the solution of your troubles to a testy old gentleman of ninety or thereabouts?

When Ernest Heron, on his return to England, found himself so involved with circumstances nobody asked him how he felt about it. His old uncle, Mr. Andrew Bullivant, took charge and proceeded to show up Dr. Osler strong.

Mr. Heron, be it known, was in his early thirties and in the employ of a South African diamond company, which, when it had the luck to discover the fourth or fifth finest gem in the world, sent a reproduction to London in the usual way, duly advertised, and gave the real stone and a vacation to Heron, with instructions to deliver the first to the firm's London office and to do as he liked with the second.

Reaching London after business hours Heron went directly to the suburban home of his uncle, which was also the home of his uncle's twenty-year-old grand daughter, Virginia. During several trying years in Africa Heron had cheered himself with the hope that Virginia would marry him some day. But the first person that greeted him at his uncle's place was Susan, the pretty housemaid whom he had known since she was a little girl; and Susan, arrant little coquette, permitted a bit of harmless flirtation that ended by the tying of a hair from her pretty brown head around the stem of a camellia with which Ernest adorned his lapel.



THE WANDERING BOY'S RETURN

"Grumpy's" favorite nephew, Ernest Heron, comes back to London after a protracted absence in Africa, where he is in the employ of a diamond company. He is entrusted with the delivery of the \$100,000 diamond and when he discloses this fact to "Grumpy," the old gentleman is delighted with the confidence shown in his boy.

hand was a camellia, evidently torn from the coat of his antagonist during what must have been a terrific struggle. Susan soon established that this was not the camellia that Ernest had worn because the flirtatious hair was missing. "Grumpy" set himself to find the tell-tale flower.



THE END OF A BRAVE DEFENSE

Immediately after the lights are turned out Ernest is engaged in a violent struggle with the unseen intruder, who leaves him unconscious on the floor. The thief has procured the diamond and also accidentally become possessed of a camellia which Ernest wore and which later proves the clue to the undoing of the thief.



"GRUMPY" AT WORK SOLVING THE MYSTERY

"Grumpy" deduces that if he finds the party who has that marked camellia he has the man who took the diamond. While Ernest is in the doctor's care he traces the thief to London, decoys him back to the scene of the crime and is here shown with the guilty man trying to procure the camellia from a bowl of roses.

Mr. Bullivant showed in the first five minutes conversation with his nephew why in his case "Gran'pa" had evolved into "Grumpy." A peppery old man was Mr. Bullivant, though Virginia wound him around her finger as is the way of a spoiled and beautiful woman. She did not get from him, however, the secret of Ernest's mission, which was imparted to none save "Grumpy." Ernest, after some rather disheartening attempts to make love to Virginia, sat himself before the fire to read, whilst the others went to bed.

Had Ernest only known it Miss Virginia was rather fascinated by a recent acquaintance, a Mr. Jarvis, who was then a guest at the house. Jarvis was an ardent wooer while Ernest was most matter-of-fact in his love.

Even next morning when Ernest was found lying with his head on the fender, unconscious and with the diamond gone from his pocket Virginia did not discover that she loved him and him alone.

It was Jarvis who had found Ernest and had given the alarm. Mr. Bullivant discovered that in Ernest's clenched



THE APPEARANCE OF THE MYSTERIOUS HAND

Heron, ever watchful of the diamond in his possession, is suspicious of a shadow on the window curtain. He goes to the window to investigate and turns just in time to see a mysterious hand thrust inside the door and switch off the electric lights.

Meanwhile Ernest was under the doctor's care, unconscious but seemingly not dangerously injured. Jarvis, after making himself useful, motored back to London and "Grumpy" packed Virginia off to the same town. Jarvis, before leaving, got a reluctant promise from Virginia that she would spend the afternoon seeing London with him. Virginia plucked a faded camellia from his coat and gave him a fresh one, whereupon he laughingly proposed a "philopena" on the two flowers. Virginia dropped the faded one into her hand bag, where Susan found it just as Virginia was leaving for London.

When "Grumpy" was told of this find he started to London by next express, and not finding Virginia at her aunt's went at once to Mr. Jarvis's lodgings. That gentleman secluded himself, but "Grumpy" waited, and while waiting got hold of a message that came for Mr. Jarvis. Recognizing the address as being in his grand-daughter's hand he opened the letter. In it Virginia recalled a promise to go to Dover with Mr. Jarvis and refused to send him the faded camellia which he had asked most pressingly of her. She had found that mischief-making brown hair around the stem, you see, and posted back to the country in a huff.

Then there was a grand rush to the Bullivant home. Virginia arrived first and told the revived Ernest that a man in London had made love to her. This seemed to be just what he needed to hear for his jealous outburst convinced Virginia that he really loved her.



A REST WELL EARNED

The robbery occurred and was solved in less than twenty-four hours, but it meant strenuous work even for the ragged, but much more for the aged "Grumpy." But he rests content after his labor, happy in the realization that he has saved Ernest's honor and made his two loved ones happy.

Next came "Grumpy" and while he was hunting for the camellia Jarvis arrived and joined in the search. "Grumpy" found the flower and the villain was unmasked. Jarvis had learned that Heron was carrying the diamond and had plotted to steal it at Mr. Bullivant's home. Under the skillful pressure of "Grumpy" he gave Virginia the stolen stone as his forfeit for losing the "philopena" and walked out of the house—into the arms of a man from Scotland Yard.

Then "Grumpy," his day of activity over, tottered off to bed on the arm of his valet, while Ernest and Virginia, whom he loved best of all the world, were at a complete understanding and looking forward to a glowing future.

All of which you may see set forth skillfully and in detail by Mr. Cyril Maude and his company from the London Playhouse, and now appearing at Wallack's, in New York. The interest of a dramatic story is enhanced by the finished acting of Mr. Maude and his daughter Margery, and perhaps in a lesser degree and yet with notable excellence by that of Mr. Montagu Love, Mr. Edward Combermere and Miss Maud Andrews.



WHAT MAKES "GRUMPY" HAPPY

"Grumpy" procures the camellia, which had been obtained by his granddaughter, Virginia Bullivant, from the robber when he was posing as a friendly visitor. With the evidence at hand the thief is faced, admits his guilt, returns the diamond and is turned over to the proper authorities. Ernest and Virginia realize their love for one another and become engaged.

Pictorial Digest of t



THIS IS THE LATEST TANGO MOVEMENT!

A spectacular feature of the annual New Year's parade passing through the streets of Philadelphia. This parade is a notable event in that city and is hardly less exciting than the Mardi Gras parade in New Orleans.

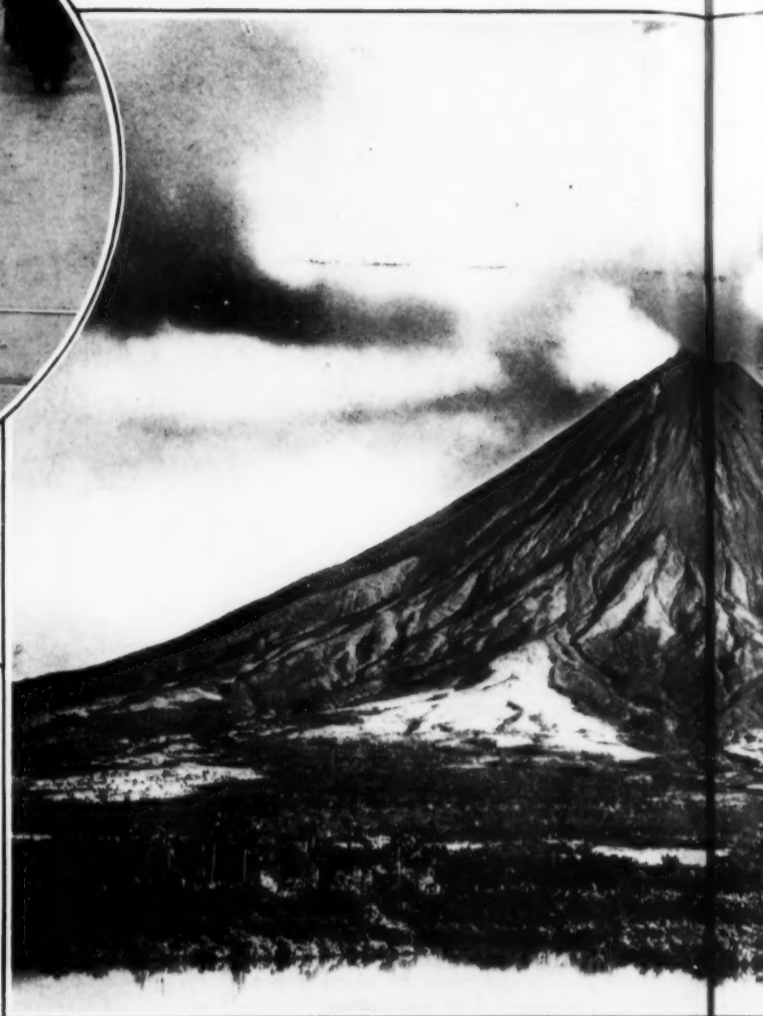
NEILL



AMERICAN BATTLESHIPS PASSING THE ROCK OF GIBRALTAR

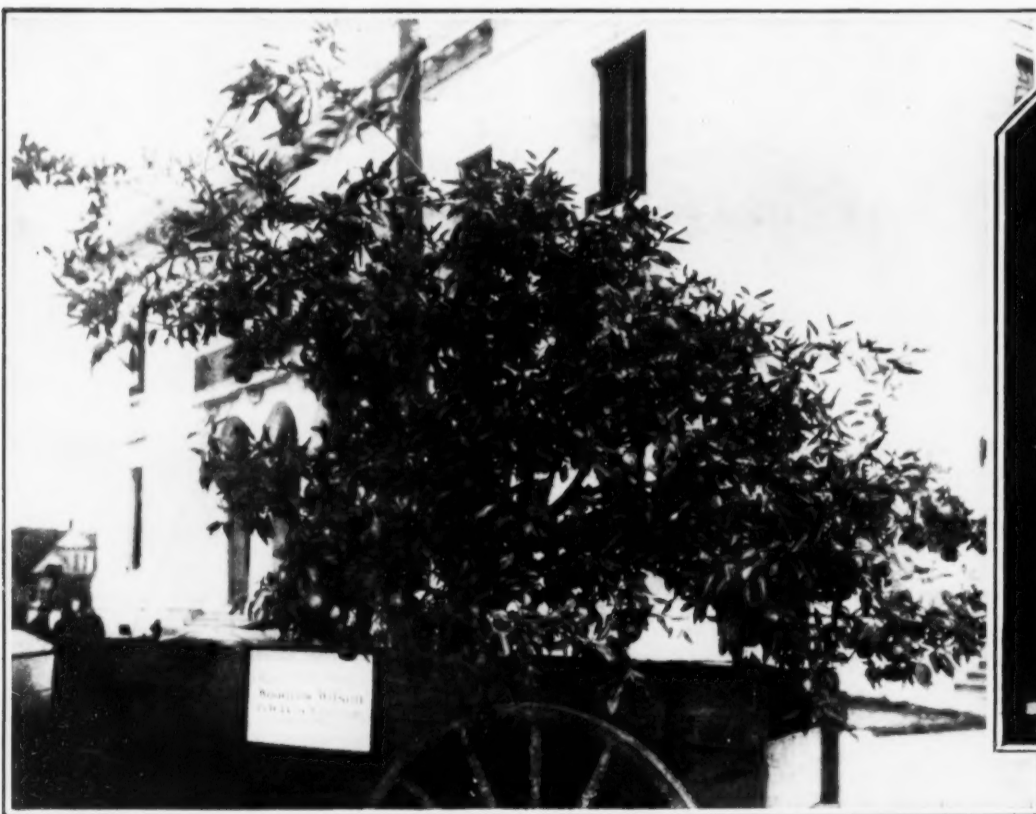
An unusual photograph made as the fleet was leaving the Mediterranean just before Christmas. The view of the Rock is from the Mediterranean side, the ships in the rear being still in the Mediterranean while those in the foreground are steaming into the Atlantic.

VANDERBILT & CHASE



MAGNIFICENT VOLCANIC CONE

The volcano of Mayon, in southeast Luzon, on the middle passage to Manila. Its altitude is 7,300 feet and its circumference at the base is 120 miles. It is considered the most perfect volcanic cone in the world and appears exactly like a round automaton.



TREE OF ORANGES TRANSPLANTED TO THE PRESIDENT'S YARD

A Satsuma orange-tree, loaded with fruit, which was dug up by W. A. Cox, a Mississippi planter, and carried ten miles to the Herndon home at Pass Christian, Miss., and replanted in the front yard so that President Wilson might pick his own oranges every morning.

UNDERWOOD



"THE NATIONS OF THE WEST"

One of A. Stirling Calder's masterpieces, which will be placed over the Arch of the Setting Sun. In front of the prairie-schooner stands the "Mother of To-morrow"; on the wagon are two boys, "The Hopes of the Future"; and

of the World's News



VOLCANIC CONE IN THE PHILIPPINES

like a huge tent in the distance. It was active until 1900 but it is now surrounded by some of the finest hemp-fields of the Philippines. An automobile road is being constructed around its base.



PRETTY GIRL SCOUTS OF GERMANY ON A HIKE

A scene on a beautiful German highway, showing a band of Scouts halted while a study is being made of the road map. The movement is well organized and growing rapidly.



ON THE FIRING-LINE IN BLOODY MEXICO

One of the first pictures of the recent desperate fight at Ojinaga, near the American border. The photograph shows the opening of the battle by a line of skirmishers under the command of Major Guastamente. The men are advancing in the open, with nothing to cover them.



THE PANAMA-PACIFIC EXPOSITION

over the Art. "Mother of the Future"; and "Enterprise." All these are the work of Calder himself. The wagon, and pedestrians are by F. G. R. Roth. The equestrian figures are by Leo Lentelli. "The Nations of the East" will be a companion-piece.



AT LAST FRANCE HAS ITS SUFFRAGETTES!

"The Union Francaise" is the beginning of the suffragette movement in France, where the ladies have hitherto shown little interest in "Votes for Women." The photograph was made during a public debate on the subject, "Can Women Do Jury Duty?"

Wonderful Transformations

By HARRY WILKIN PERRY



BEFORE

What our highways used to be in the vicinity of many of our large cities.



AFTER

At a cost of less than \$10,000 per mile, a permanent roadway can be built that will cost practically nothing for repairs.

WATER-BOUND macadam roads are no longer suited to the traffic of main highways. This fact is now generally recognized by road authorities and road users. However satisfactory the broken stone road may have been during the nineteenth century, it has failed utterly under the increased traffic and higher speed of road vehicles in the last decade. The constant impact of horses' shoes and the action of steel-tired wagon wheels rapidly pulverizes the top dressing of the road and the suction of swift moving automobiles with their pneumatic tires raises the particles in clouds of annoying and disease-spreading dust. Thus the binding material is dissipated and the coarser stones become loosened, which soon results in the breaking up of the road. This action is hastened by the action of frost and water, particularly if the foundation has not been properly drained. Heavy motor trucks and wagons with narrow iron tires then complete the work of destruction, unless repairs are made promptly, by plunging into the holes and breaking the bottom layers of macadam.

The result is that macadam roads are very short-lived in thickly populated states. They require extensive repairing or even re-surfacing every two to five years at heavy expense and are a constant source of annoyance and discomfort both to those who drive over them and to abutting residents.

It is high time, in view of the facts, that the construction of water-bound roads ceased and that the great sums of money provided by state bond issues be expended in a type of road construction that will be more satisfactory and more economical. If the highway commissions of New York State, Pennsylvania and California should dissipate the great bond issues in the construction of impermanent roads unsuited to present and future traffic conditions, their shortsightedness would do great injury to the good roads movement. When the tax-payers see that thousands of miles of roads built at a cost of \$7,000 to \$15,000 a mile are ruined in from two to five years, the chances of obtaining further appropriations to continue road work will be destroyed as effectually as the roads have been.

There is only one right solution of the road problem, and that is the construction of permanent roads. Every road built wholly or in part with funds provided by the State or Federal government should have a length of life equal to the life of the bonds issued to raise the money to pay for them. The foundation, bridges, culverts and retaining walls at least should have such durability; otherwise future generations will find themselves doubly burdened in paying off these old bonds and at the same time raising money for the rebuilding of the roads.

The use of bitumens or tar for binder in place of water increases the life of the macadam road and allays the dust nuisance, but does not provide a permanent road, because such binders undergo chemical changes and disintegrate in time. The bituminous road is a great improvement on the ordinary water-bound highway, however, particularly for light traffic. The first requirement of a permanent road is a foundation that will sustain heavy loads and which will not be affected by frost and water. All through roads between large centers of population should be built strong enough to sustain ordinary city traffic, because intercity traffic with motor trucks and motor stages will be one of the great developments of the next quarter century, particularly at distances of 100 miles and less. Such traffic is becoming an economic necessity because of freight congestion on the railroads and the requirements of long-haul traffic.

Concrete appears to be the best and cheapest foundation material. In fact, no other material is needed to make a good road. However, a top surface of vitrified brick,



The sign in the middle of the roadway reads "Road not closed but dangerous; you travel it at your own risk."



A few years later the above sign could spell nothing but welcome.

hardwood block, sheet asphalt, or crushed stone mixed with tar or asphaltum will contribute to the life of the concrete foundation and some of them will afford horses a better footing and deaden the sound. Such pavements are especially desirable in city streets. Concrete roads, however, with no other surface material, have proved most durable and satisfactory in a number of places where they have been laid.

In Bellefontaine, Ohio, 2,500 feet of concrete streets put down in 1891 and 1892—more than twenty-one years ago—show not to exceed one-half to three-quarters of an inch wear of the surface where the horses travel and have cost less than \$150 for repairs in that time. The only repairs that have been made were to ruts made lengthwise of the street in some places by wagon wheels. These were due to the mistake of laying the concrete in lengthwise strips five-feet wide separated by oiled paper. The joints softened somewhat and the ironbound wheels of vehicles wore them down an inch or two.

A 4,000-foot macadam road built in the same city with funds raised by an issue of ten-year bonds, the last of which was paid off last December, is already worn out and the council is preparing ordinances for repaving it with brick.

Another example of the superior durability and economy of concrete roads is presented in Saugerties, New York. About four years ago the commissioners built a complete new road from the boat landing on the West shore of the Hudson River to a stone quarry five miles distant. Two and one-half miles were made of concrete and the other portion of macadam. This road has been used constantly by teams hauling enormously heavy loads of stone. At

the end of two years the macadamized portion had to be completely repaired because it had become badly cut up by the traffic. The concrete section, on the contrary, has been in perfect condition throughout.

California leads all the States of the Union in the construction of permanent roads. Out of a total of 148 miles of new roads contracted for last year, 104½ miles were of cement concrete, at an average cost of \$7,326 per mile, and only 19 miles of macadam, at a cost of \$7,463 per mile. New York State, on the other hand, contracted for 370 miles of water-bound macadam, 830 miles of bituminous macadam, and 28 miles of gravel roads, at an average cost of \$11,000 a mile and only 305 miles of other kinds of roads. Connecticut built or contracted for 38½ miles of water-bound macadam, 12¼ miles of bituminous macadam and 26¾ miles of gravel roads and only 15 miles of other kinds. Pennsylvania built or contracted for 146 miles of water-bound macadam, 98½ miles of bituminous macadam, 40 of brick, 3 of concrete and 50 of asphalt on a concrete base. Yet the road commissioners and engineers in these states knew, or ought to know, that it is a waste of money to build macadam roads when permanent roads can be built for from \$7,000 to \$15,000 a mile and can be maintained for a quarter of a century or longer at almost no expense.

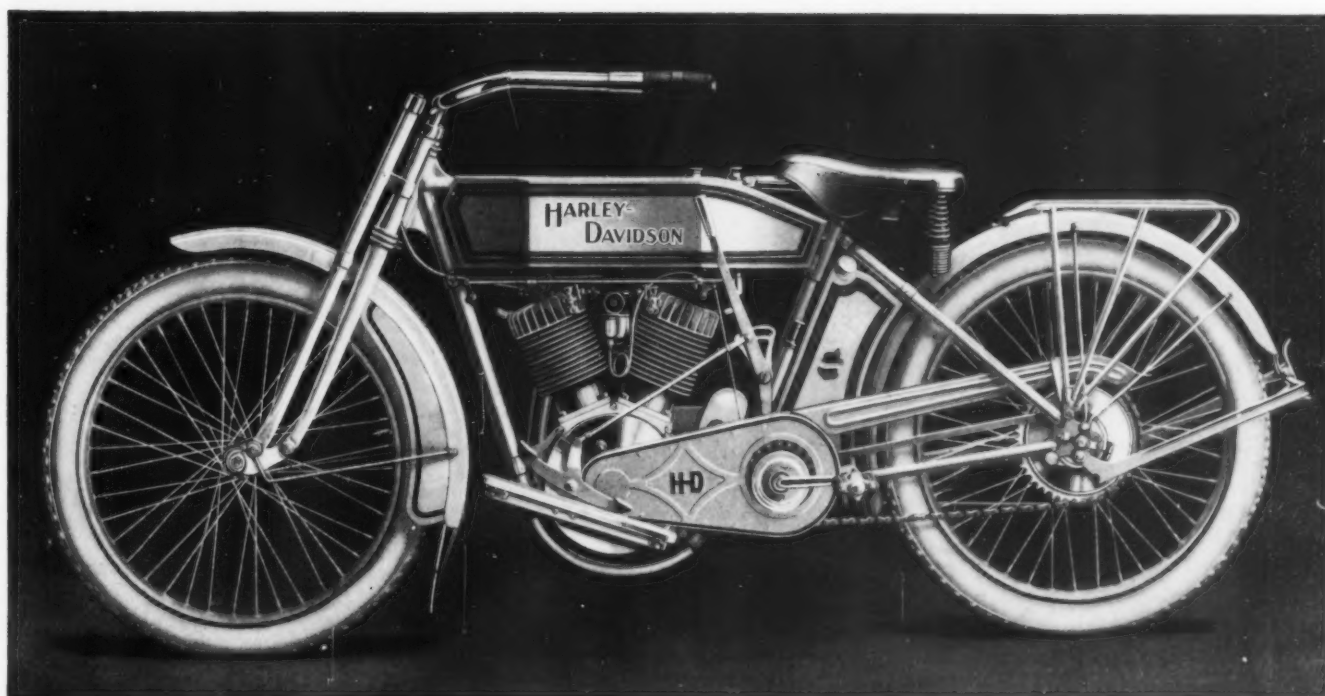
About 85 miles of concrete roads have been built during the last five years in Wayne County, Mich. They bear the heaviest traffic in the state because the roads lead out of Detroit. Their average cost was a little more than \$15,000 a mile, including grading, drainage and culverts. The cost of maintenance of the sixty odd miles built the first four years did not exceed \$1,000 for the entire period, of which less than \$300 was for surface repairs to the concrete, whereas the average cost of maintaining and repairing the macadam and other roads in Massachusetts, Connecticut, Rhode Island, New Jersey and New York State for the eight years from 1905 to 1912 inclusive are calculated to have averaged \$608 per mile per year. The Wayne County commissioners believe they have solved the good roads question. Nearly 1,000 road engineers, commissioners, mayors, editors of technical journals and others either visited the Wayne County commissioners or requested information regarding the concrete roads they have built.

Too much stress is laid by road commissioners and the tax-payers on the first cost of construction of a road. The fact that road cost is distributed over all the subsequent years is lost sight of. Speaking on this topic recently, Mr. E. N. Hines, Chairman of the Wayne County Road Board, said:

"Knowing what I do today, if anybody should come to me and say 'We will build you two miles of tar macadam road and not charge you a cent for it, provided you will maintain it properly,' it would be more economical for us to reject the offer and build a concrete road at a cost of \$12,000 to \$13,000 a mile. In eight years we would be money ahead."

Most highway commissioners and engineers assert that permanent roads are much too expensive to build in sections where traffic is light and that macadam or gravel roads are best suited to the conditions. But concrete roads are being built in Winona County, Minn., cheaper than macadam roads could be built there. The county road board got bids on concrete roads running from \$1,000 to \$500 less per mile than for the macadam. The cost of the sixteen miles of these roads has been \$7,260 a mile, including culverts and everything but bridges. The concrete is eight feet wide and six inches thick and there are six-foot shoulders of crushed limestone macadam on either side.

(Continued on page 91)



1914 Harley-Davidson

Has Every Desirable Feature to be Found in the Motorcycle Field and in Addition it is the Only Motorcycle with the Step-Starter—Double Clutch Control—Full-Floteing Seat and Free Wheel Control

The Only Motorcycle with a Step-Starter

The step-starter, in case of an accidental stalling of the motor, does away with the necessity of getting off in the mud or holding up traffic while the rider finds a level place on which to lift or lurch the machine onto the stand in order that he may pedal the motor to start it. Instead, the rider sits in the saddle and gives either pedal a downward push—when the step-starter does its work and the motor again begins to throb.

Only Motorcycle with Double Clutch Control

The clutch can be operated either by hand lever or by a pedal lever convenient to the foot. It is no longer necessary to remove either hand from the handle-bars in order to operate the clutch, a decided advantage when negotiating sand, mud or rough roads.

Only Motorcycle with a Full-Floteing Seat

A device which assimilates all the jars, jolts and vibration due to rough roads, etc.

It is the Motorcycle with Automobile Control

The brake, the clutch and the step-starter can all be operated by the feet, leaving only the spark and throttle for hand operation, making the control the same as that of the highest priced automobile.

It is the Motorcycle with a Protected Selective Two-Speed

A two-speed that the rider can shift from low to high or high to low or neutral at any time whether the machine is standing still or in motion. A two-speed that shifts only when the rider shifts it. A two-speed that is located in the rear hub away from dirt, dust or damage and withal the most efficient two-speed ever manufactured.

Then there is the Free Wheel Control, Folding Foot Boards and nearly forty other refinements which help to make the Harley-Davidson the greatest motorcycle value ever offered.

We tell all about these many improvements in our advance folder which will be sent on request.

More Dealers for 1914

We have again this year increased our output over a million dollars and this increase gives us an opportunity to add to our organization additional dealers who are in a position to render the Harley-Davidson riders service. We have no openings however, for "rider agents" or curbstone brokers. We have just issued a booklet entitled "Dealers Who Have Made Good." It contains a number of human interest stories taken from real life—stories of red-blooded men who saw an opportunity and grasped it.

There is the story of a successful salesman who was tired of the road and wanted a business of his own;—the story of the automobile dealer who secured a new lease on life;—the story of a successful hardware dealer who became even more successful. It is the story of an out-of-door life in which some men have found their way to wealth. It is the gripping story of an industry which numbers among its dealers thousands of successes.

We want you to get this little book and read it carefully, for what these

men have done others can and will do again. Perhaps your locality is one in which we need a dealer to partially complete our National service to riders. If so, this booklet will interest you deeply.

Each season for the past five years we have been obliged to turn down many dealers who have responded too late. We have no reason to believe this year will be an exception. Write today stating whether you wish the advance folder describing various models or booklet "Dealers Who Have Made Good."

HARLEY-DAVIDSON MOTOR COMPANY, 375 B Street, Milwaukee, Wisconsin

Producers of High Grade Motorcycles for More than Twelve Years



The Howard Watch

IN higher railroad circles there is a very natural ambition to carry a watch that is not merely Railroad Standard, but a standard for railroad watches.

It is well known that Railroad Officials and the higher grades of Trainmen show a marked preference for the HOWARD Watch.

But there is also among the rank and file a surprising number who have the wholesome ambition to own a HOWARD, and who make it a point to get one, even at the cost of some self-sacrifice.

In America, as nowhere else, the typical railroad president, corporation executive, head of an industry or a business house, is the man who has made his way up from the ranks.

And it is often the man in the ranks, impelled by his self-respect, his professional spirit, and his ambition for the better things of his calling, who saves to get a HOWARD.

A HOWARD Watch is always worth what you pay for it.

The price of each watch is fixed at the factory and a printed ticket attached—from the 17-jewel (double roller) in a Crescent Extra or Boss Extra gold-filled case at \$40, to the 23-jewel in 18K gold case at \$170—and the EDWARD HOWARD model at \$350.

Not every jeweler can sell you a HOWARD Watch. Find the HOWARD jeweler in your town and talk to him. He is a good man to know. Admiral Sigsbee has written a little book, "The Log of the HOWARD Watch," giving the record of his own HOWARD in the U. S. Navy. You'll enjoy it. Drop us a post card, Dept. U, and we'll send you a copy.

E. HOWARD WATCH WORKS
BOSTON, MASS.

GAME LAWS

and

Sportsmen's Handbook

Published by Forest and Stream Compiled by
WILLIAM GEORGE BEECROFT, Editor

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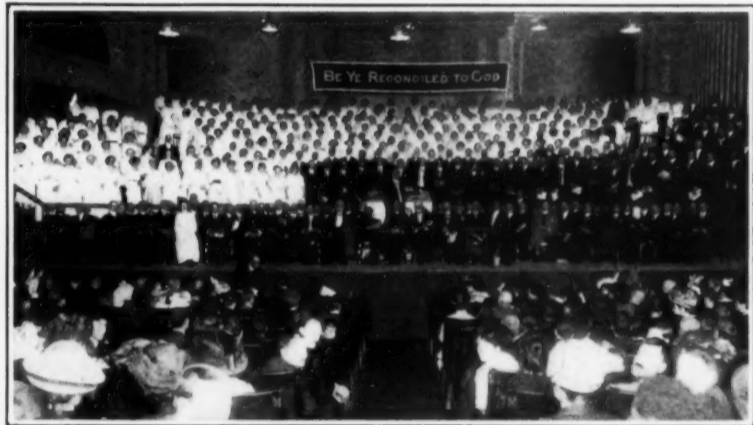
THE interest and the value of the illustrations printed in LESLIE'S have frequently drawn admiring tributes from its readers. Many have borne testimony to the good effect these pictures have had on their minds, their characters and their careers. One of the most interesting cases of this kind was recently brought to our attention. The story was told by the Rev. Dr. Robert F. Y. Pierce of the Second Avenue Baptist Church, New York, at a meeting held in Carnegie Hall. As he related the facts Dr. Pierce displayed a copy of LESLIE'S containing the picture to which he referred. Dr. Pierce has been one of the most active workers under the auspices of the Evangelistic Committee of New York City, which has many prominent men among its members and which during the summer of 1913 held many open-air and tent religious meetings. In one of the issues of LESLIE'S appeared a photo showing Dr. Pierce addressing a crowd in New York's financial district from an automobile.

Soon afterwards Dr. Pierce received a letter from a young man, then in Texas, but

whom he had formerly known and counseled in Philadelphia. The youth is the son of a New York millionaire and is related to several other millionaires. Wealth gave him great opportunities, but he misused them, and he had led a dissipated life. In his letter to the preacher the young man, in substance, said:

Sitting alone in a hotel, thousands of miles from home, my whereabouts unknown to my relatives and friends, who perhaps think and doubtless wish me dead, I happened to pick up a LESLIE'S WEEKLY and found in it a picture of you preaching for the Evangelistic Committee. The picture took me back to olden days when you helped me to reform my life. Probably you may not know that I have drifted back into my evil ways. My heart now is stirred, and I am wondering whether you could help me again, whether it is still possible for me to lead a good life. I want you to pray for me.

This is a striking proof of the power of a picture. Had the young man merely read an account of the meeting he refers to, he might not have been impressed by it, but the pictured record profoundly moved him and aroused in him a desire to reform. Dr. Pierce, of course, gladly communicated with his former protegee and will give the latter every encouragement to better his ways.



FOLK OF MANY NATIONS HEAR THE GOSPEL

"Convert's Rally" at Carnegie Hall, New York, the closing meeting of the ninth summer campaign of the Evangelistic Committee of New York City. There were present delegations of Italians, Rumanians, Bohemians, Slovaks, Finns, Swedes, Poles, Germans, Spaniards and French, beside English-speaking persons. Addresses were made by evangelists, preachers and laymen who had conducted summer meetings in tents, shops, streets and parks and many testimonies were given by converts. Stephen Baker, president of the Bank of the Metropolis, presided. At this meeting Rev. Dr. Pierce told the interesting story which appears in the accompanying article.

The Universal Lesson

"Some one knows something that I don't know"—
This is life's lesson, wherever I go.

My train pours on through the night's black sieve:
I feel her joggle and veer and give.
Yet she clings to the rails, by laws divine
Applied by cannier hands than mine.
And she sings me to sleep with her rhythmic flow,
"Some one—knows something—that you—don't know."

I see in a station a yokel rude
With fowling-piece rust-crusted, old and crude—
Yet, strewing the floor 'round his muddled feet
Are trophies of game for a monarch meet.
Again the lesson that goes to show
Some one knows something that I don't know.

E'en children, scarcely a fifth my years,
Surround me with feats that arouse my fears
For their limbs and their lives, as they swerve and swing
On treacherous rollers—the bird a-wing
Goes scarcely more swiftly than theseimps go—
Some one knows something that I don't know!

I raise my gaze to the stars of night,
Lending, through legions of leagues, their light.
Amazed I murmur: "And yet I see
The meagerest marge of immensity!"
So I whisper humbly, with head bent low,
"Some One knows something that I don't know."

This is my lesson wherever I go—
"Some one knows something that I don't know."

STRICKLAND GILLILAN

Hard Luck

Quizzer—What's the matter, old man? You look worried.

Sizzer—I have cause to. I hired a man to trace my pedigree.

Quizzer—Well, what's the trouble? Hasn't he been successful?

Sizzer—Successful! I should say he has! I'm paying him hush-money.—Judge.

Life Insurance Suggestions

NEXT to refusing, or neglecting, to take out a life insurance policy comes the wrong to one's family of failing to keep up the premiums and allowing the insurance to lapse. Some men do this carelessly, others deliberately, pleading inability to continue payments. But as President Dryden of the Prudential Insurance Company says, in a thoughtful article contributed to the *Western Underwriter*, "Frequently the plea of no funds is due to a desire to spend the money for something else, or to failure to apportion wisely even a limited income so as to be ready for the premium notice when received." The blame is thus too often on the insured and not on circumstances. An insured man should always make a decided effort to keep his policy alive and should sacrifice non-essentials in order to safeguard this great essential to his dependents. President Dryden urges agents to do their utmost to persuade policy holders from canceling their contracts. This is good business, but it is, in addition, practical benevolence.

Mr. Dryden deprecates an unsafe step which many policy holders take without due consideration, namely, borrowing money on their policies. Interest must be paid on these loans, and unless the latter are repaid they lessen by so much the amount which the beneficiaries can receive. The insured should practice every possible self-denial rather than reduce his insurance assets. Statistics show that only 6 to 8 per cent. of loans on policies are ever repaid in cash by the borrowers. They are left standing to be deducted eventually from the face value of the policies. The only safe rule is not to mortgage your policy at all. But if you have to, pay back as quickly as you can.

S. Pittsburgh: The Provident Life & Trust Co., of Philadelphia, has been organized since 1865 and has been doing a successful business.

L. E. S. Swampscott, Mass.: The Great Eastern Casualty Co. was established in 1892. It reports a satisfactory surplus. It is well to read your policy carefully.

F. Pittsburgh: The Massachusetts Bonding and Log Co., of Boston, has been established only since 1907. Write for a copy of its last annual statement which will give you the statistics in detail.

C. E. A. Herrin, Ill.: I am not familiar with the course of instruction given by the New York School of Insurance and, therefore, cannot advise you. 2. Any of the well-established companies would be satisfactory. There is little difference in the opportunities they offer.

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In the World of Womankind

By KATE UPSON CLARK

EDITOR'S NOTE—This department will be devoted to the use and the profit, and especially to the pleasure of all womankind and particularly of girls,—all kinds of girls, rich and poor, plain and pretty, gay and grave, wise and otherwise,—and they are invited to read it, contribute to it and comment upon it, approving or disapproving as they see fit. Their letters will always be carefully read and considered. They can reach Mrs. Clark quickly by addressing her care of Women's Department, Leslie's Weekly, 225 Fifth Avenue, New York City. Correspondents are requested to give their names and addresses, not for publication, but as a token of good faith.

Those Dances AGAIN MANY of the neighborhood mothers, plain, ignorant women, but anxious, like the vast majority of our mothers, that their children should be good, went to the head-worker in one of our blessed "settlements," and begged her to do something about the new dances. "They are leading our girls astray," they wept. It transpired that one girl had already disappeared entirely. Her poor father and mother were distressed, but all their efforts to find her had been useless.

A fairly thorough inquiry convinced the head-worker that there was no use in trying to keep the girls from dancing. There were dances every week, and the girls declared that the men insisted upon dancing the new kinds of steps, and they just had to. Presently it was announced throughout the neighborhood that a dancing-school had been started at the Settlement, and all the girls were invited to come. A first-class woman-teacher had been secured, "one who taught the fashionable girls up-town," as the girls were assured, and they might rely upon it that she would teach them the very latest and best way of dancing the new steps.

For three or four weeks girls only were allowed to come. Then they were allowed once a fortnight to invite their men-friends, who were required to hold their partners properly, and to refrain from the disgusting motions which they had learned in low "cabarets" and third-class dance-halls. Now there is no complaint from the mothers, who come often, and are delighted with the new development. Best of all, the lost girl has been found, is working in her old place and is truly penitent.

Some of our good people would think that no dancing should be allowed in the Settlement. What do you think about it? Will those girls be more or less likely to attend the sewing- and study-classes and the Bible-readings at the Settlement, on account of the dancing?

Their Graduation Dresses

IT was in a school where economy was necessary in almost every case, but the girls wanted to appear in the latest style, for their graduation. A lady who chanced to be walking near a group of seniors heard them discussing the matter. They had a fashion-book which they were handing along (incidentally, taking up the whole sidewalk, so that no one could pass).

"I like No. 6," said one. "It isn't half so stylish as No. 7," said a tall girl, who seemed to be rather the most influential of them all.

"But we couldn't get up the steps to take our diplomas," protested another. "Just see how scant it is!"

"Nonsense!" cried the tall girl, "You can manage some way. If it is more stylish, let's have it. I tell you, it is style that counts. And we must practice standing in the latest pose. You have to hold your heads well forward, and your stomachs, too,"—and she proceeded to illustrate what she meant, imitating exactly some of the recent fashion-book figures.

The leading women in our cities, the club-women, the wives of our prominent men,—all of those who are looked up to,—are responsible for the folly of these young girls. Let only such social leaders set their faces like flint against these absurd, and worse, modes of dress and of posture, and better ones are bound to prevail.

Let The Girls Play

IT was a rainy day, and Marion's mother had, as usual, said that Marion and her three or four visiting playmates might play hide-and-seek all over the house. After they had played riotously for more than an hour, they asked permission to "dress up," which was granted (again very much as usual). Marion's mother had been reflecting that this was the third time within a month that these same little girls had been playing hide-and-seek, and "dressing up" at her house. The disorder consequent upon their revelry had been great, and the chief burden of reducing this chaos to system

again had fallen upon herself, though the children, whose ages ranged from nine to twelve, had zealously pretended to help.

"What do you play when you go to visit Daisy?" she asked Marion.

"Oh, we play card-games and tiddledy-winks, and things like that."

"Don't you play hide-and-seek?"

"Oh, mercy, no! No other mother but you lets us play these real fun-games. You know Daisy's grandmother is nervous, and we just have to keep still there,—and Ethel's mother never has the shades up except in the kitchen,—the light fades the carpets, she says,—and she makes us play still games, for fear we shall spoil her clean house,—and Eleanor's mother says it is 'unladylike' to be so noisy and rush around so, and she won't let us. You are the only real good mother there is on this block."

Which little true tale is left for the contemplation of all other mothers.

What Does It Mean?

SOME of the foremost of our "feminists" have been for some time insisting that there will never be true "comradeship" between husbands and wives until they work side by side in the trades, arts, professions, or what not. As a corollary to this proposition seems to be the turning over of the children to the state, the theory has not as yet met with a wide acceptance. Most of us enjoy the presence of our children, and like to have a determining voice in their training. We think, too, that the influence of brothers and sisters upon each other, and their love for each other, are important and beautiful factors in life. But in at least two of the stories in the latest magazines, stories placed in the most conspicuous positions and written by our best-known authors, husbands and wives are made to "come to their own" in precisely this fashion. Is the movement really on the way?

Our Japanese Sisters

ALL girls in Japan are taught ethics. They are told to be filial to their parents, true to their friends, kind to brothers and sisters and to live peacefully with their husbands. These principles are taught to boys and girls alike since 1890, when the Emperor commanded it. Before that, girls were taught according to the laws of the Japanese sage, Kaibara, that their great duty in life was obedience, first to their parents and then to their husbands. They were especially instructed that they must regard their husbands as gods!

It is pretty hard to make a twentieth-century woman subscribe to that doctrine, even in Japan. It is lucky that it has been dropped there, though it is still in full force in India, Persia, and in most of Turkey and China.

Rudeness About Doors

NEVER mind if you do not happen to know the person who is coming behind you. Hold the door or gate open for him just the same. Of course, the next in order may be several steps behind; or you may be obliged to save two seconds to catch your train. You may, in cases like these, feel compelled to slam a door or gate in the face of an innocent fellow-being. But in scores of instances recently observed, doors and gates have been slammed in the faces of those following by boorish men and women, apparently out of sheer clownishness. Sometimes the person thus insulted may happen to be one whom you may wish to please. It pays to be a lady or a gentleman, even when you think you are among strangers.

Inquiries Answered

Christmas, Peoria, Ill.: When you have sent a Christmas or New Year card to a person, who sends you one, you do not have to write and thank him or her for the card?

Inquirer, Roanoke, Va.: "Showers" given to young ladies just before they are married are usually surprise-parties. You may "surprise" the recipient at her home, or you may invite her out to an apparently quiet family luncheon or dinner at a friend's house, and greet her there. At a given hour, let the party appear, bearing their gifts. You can have a "linen-shower" all giving her table-cloths, napkins, center-pieces, handkerchiefs, etc.; a "kitchen-shower," which would include rolling-pins, nutmeg-graters, tin-ware and the like; a "preserve-shower," giving her jellies, pickles, marmalades and so on; a "china-shower" (one such contained a whole dinner-set, each person contributing a piece); a bric-a-brac-shower; an "apron-shower"; or any other kind that you can think of.



Educators Everywhere

are speaking out against the use of coffee and tea with growing children.

In the young, susceptibility to harmful drugs—such as "caffeine," in coffee and tea, is more marked than in persons of mature years.

And just as many adult coffee or tea drinkers suffer from nerve irritability, heart disorder, digestive disturbances and other ills, so the child with its far more sensitive make-up often suffers a hurt which may show in deficiency of learning ability or physical frailty—more noticeable to the teacher than to parents.

The thing for parents to do is to keep coffee and tea out of the reach of our little citizens. The most unkind thing a mother can do is to place a cup of coffee before her child.—Dr. E. A. Peterson, Medical Director Public Schools, Cleveland, O.

The symptoms produced by coffee-drinking can be observed in the arrested physical and mental development of children.—Dr. Otto Juettner, Sec. Cincinnati Polyclinic, Cincinnati, O.

In the light of such testimony the parent who gives a child coffee or tea is taking grave chances of ruining the child's health.

Mothers, quick to remedy wrong health conditions, yet reluctant to deny childish pleasure its hot breakfast cup, now use

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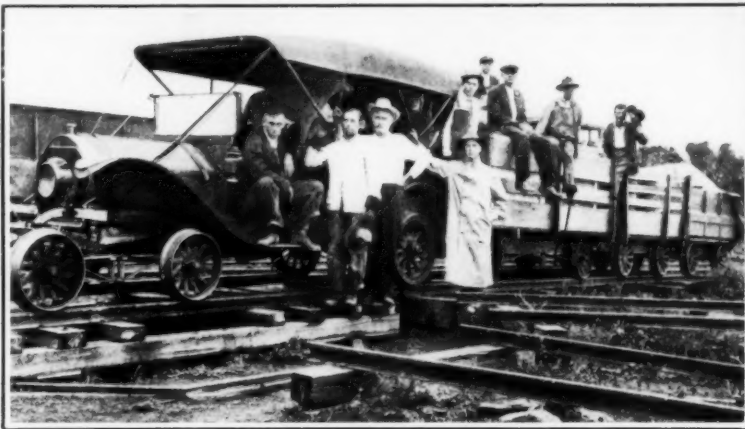
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Motorists' Column

Motor Department

Conducted by H. W. SLAUSON, M.E.

Readers desiring information about motor cars, trucks and delivery wagons, motorcycles, motor boats, accessories, routes or State laws can obtain it by writing to the Motor Department, Leslie's Weekly, 225 Fifth Avenue, New York City. We answer inquiries free of charge.

A SURPRISING MOVE

THE motor car world was surprised recently by an announcement made by the largest automobile factory in the world, to the effect that \$10,000,000 of the company's profits would be divided among its 25,000 employees. This division is to be in addition to the regular wages of the men, and at the same time, it is reported that a minimum wage scale of \$5 a day is to be put into effect. The factory is to be operated 24 hours a day in three-eight-hour shifts, and it is intended that no man shall be discharged for inefficiency in one department, until he shall prove himself unfit for any position in each of the others.

This is indeed a remarkable and radical step in profit sharing systems, and there is much to be said in favor of such an innovation. The question that naturally arises is the dissatisfaction that will surely be bred in the minds of other unskilled laborers and machinists, who are not so fortunate as to obtain positions with this company, and that it will foment labor troubles and establish a "pace" impossible to be followed by others, is feared. There are always certain phases of such announcements, however, that are wrongly reported and one of these, which we believe will be revised before the office boys and porters form too rosy a vision of their future, is to the effect that the \$5 daily minimum wage for eight hours' work applies to the boy who sweeps the floor, as well as to more intelligent and skillful grades of workmen. The cost of labor, like all other commodities, can only be governed by the supply and demand, and to assume that the services of a sweeper are worth almost double those of many an efficient bookkeeper and clerk, is so absurd and

unbusinesslike on the face of it, as almost to contradict the apparently authentic announcement of the company.

Another reported statement that is hardly credible is that women and boys will not participate in the profit sharing plans unless they are supporting families. Why, if women are employed, they should not be put on the same self-supporting basis as the men, is not easy to see, but future announcements may so modify these statements as to overcome the more objectionable phases.

But there is one feature of this immense plan that is of especial interest to every business man, philanthropist, sociologist and every one who has at heart the interest of the workingman and the prosperity of the country. This is a system whereby any anticipated "slack" season will be so arranged as to occur during the harvest months of July, August and September, when the demand for men in the immense cultivated sections of the Midwest and Northwest is greatest. With this end in view, the company will endeavor to keep in touch with the farmhand requirements of the country, and thus to serve the interest of both the laborer and the crop grower by supplying the need of the one for work and the requirements of the other for help. Of course, the point may be raised that men obtaining \$5 per day for the simplest kind of labor will be more liable to spend a three months' vacation in the form of a trip to Europe than to seek employment in the wheat fields at but one-half of their customary salary, but the idea contains possibilities that can be efficiently applied by other industrial concerns.

Questions of General Interest

Mending Celluloid Windows

F. C. S., Tenn.: "Is there any method by which I can repair the broken celluloid in the curtains of my car?"

I cannot vouch for the absolute satisfaction of the method, but I understand that if small pieces of celluloid are dissolved in acetone, a very fair celluloid cement for patching can be obtained. This should be used in the same manner as though it were glue. It will become hard and ready for service in about a quarter of an hour.

Cyclecar Racing

E. T. M., Iowa: "Are there any special rules governing the racing of cyclecars, other than those that restrict motor car and motor cycle contests?"

No such rules have as yet been formed, although the Chicago Motor Club recently promoted a cyclecar race. It is understood that the Contest Board of the American Automobile Association, however, is preparing rules to govern the holding of cyclecar races.

"Frozen" Pistons

H. T. R., Conn.: "When I went out to the garage the other morning to start my motor, I found it difficult to turn it over. It seemed as though the pistons had become 'frozen' in the cylinders. Will this do any harm and what is the best remedy?"

It is quite possible that your trouble was due only to the very stiff oil in the bearings and on the piston walls, that had become hardened by the cold; although the rapid contraction of the cylinder walls may have had something to do with this. You will

find that pouring hot water into the circulating system will soon loosen the motor, so that it may be turned easily. If you pour the water directly into the radiator, you will find that most of it will be cool before it reaches the motor. The best way, therefore, is to loosen the hose connection between the radiator and the motor, and pour the water into the top of the motor.

Tires for Gasoline and Electric Cars

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The Woman Who Works

(Continued from page 80.)

prevails. Thus it was in the days when this republic was in the making; but the history repeats itself nowadays mostly in the homes of foreign-born women or those unaffected by the vices of our modern life. It works out all right in the end, according to the law of the survival of the fittest. The freak of fashion, the restless idle female, the fat devotee of the gasoline wagon, the lobster fiend, the shameless contortionist in the latest sex dance—all these marry (unfortunately), but their progeny are destined to land back at the bottom, while the children of the bond-servant take their places in the work of the world. Generally speaking, the third generation will hit the bottom.

And the shallowness of the American city girl—this is one of the most disheartening facts in American life to-day. Nine-tenths of her thinking seems to be centered about clothes, the tango, the flub-dub of an artificial civilization. It is not surprising that a distinguished clergyman should have announced from a pulpit in our largest American city the other day this situation:

"There are 750,000 men and women in New York under 35, most of them under 30, who are not married and, as far as appearances go, do not intend to get married."

Go into any theater in any large American city, and note the rows of young women sitting together and the corresponding groups of men. Why are they not coupled off, as in the smaller cities? Simply because the modern girl has developed an extravagance that the young man refuses to stand for. She must have a \$2 seat; she expects a box of American Beauties with it; if the weather is bad, a taxi is required; and if her escort does not take her to a lobster palace after the show, he is regarded as "a cheap one."

And the same thing goes on after marriage, even if the husband's salary is small. He must go on working, of course, but she is to be henceforth a lady. She must have her maid, her laundress, her dressmaker, and she frets because she has no auto. And when the poor devil at the desk begins to show a waning enthusiasm over married life, she suspects that there is another woman in the case!

In plain English, the American city woman is a degenerate who has failed at her job of being a helpmeet. Small wonder, therefore, that she should be reaching out for new forms of activity which will take her outside the home. She insists upon that delusion known to her as "equality of privilege," but she still expects the man to give her his seat in the car and lift his hat in homage to a superior work of creation.

Meanwhile, the American divorce mill grinds away at full capacity—100 a day. If the men who are married and not divorced but wish they were could be included in the statistics, the figure would be so large that it would take some of the conceit out of the modern woman.

Women Who Climb Glaciers

(Continued from page 79.)

ness to cause the lake to look, from above, like a great beautiful turquoise.

The presence of these glacial phenomena in Sperry glacier has fully convinced me of the genuineness of at least the greater part of the glaciers of Montana. In Glacier Park, there are sixty of them, every one well worth a visit. Out to the southeast of Lake McDonald I have seen, from the top of mountains about there, a vast snow field covering the whole slope of a towering peak. I have been told it is Stanton glacier, though it is not on the map.

The Great Northern camps in Glacier Park have made it possible for everyone to visit some of these with comparative ease. The chalet at Sperry camp is most attractive, built of logs and stones, with a broad veranda from which one may look down on Lake McDonald six miles away. At its tables the guest is waited on by young women in Swiss aprons, who wear their hair in Swiss peasant fashion.

From Gunsight camp, Blackfoot glacier, the largest in the park, is easily reached. The crevasses in this are said to be most wonderful. Many-Glacier camp and Going-to-the-Sun have made several others accessible to the ordinary tourist.

Some hesitate to make glacier trips through fear of hidden crevasses. The danger seems to me very slight, if one observes ordinary precautions and obeys orders. From the first of July to the middle of August there should be no difficulty. Before and after caution is necessary.

A few years ago a young woman broke through the snow on Sperry glacier and went down some sixty feet. She was rescued unhurt but badly frightened. It was early in the season and the guide had told

the party to keep behind him. The lady disobeyed and ran ahead. It is well to heed what the guide says, and don't rebel when he wants to rope the party together.

Wonderful Transformations

(Continued from page 86)

Regarding this type of road, Dr. D. B. Pritchard, Chairman of the Good Roads Committee of the Winona Association of Commerce, says:

"We believe that in a county where travel is comparatively light, where the roads are not near large cities, eight feet of concrete is wide enough where you provide a good, hard roadbed for turning-out purposes. We would rather get two miles of this kind of road than one mile sixteen feet wide."

Vitrified brick pavement is the only other type of permanent construction besides concrete that has been employed extensively for county roads and that has stood the test of time. More than 400 miles of brick roads have been put down in Cuyahoga County, O., which embraces the city of Cleveland. The road commissioners there began building brick roads in 1893—twenty years ago, before automobile and motor truck traffic was even contemplated. The brick was of the ordinary building type and far inferior to the special vitrified paving brick of today and many mistakes in construction were made, yet they persisted and are now fortunate in possessing a system of permanent county roads that is costing nothing for repairs due to wear.

The Ohio brick roads built since 1908 have been laid on a four-inch concrete foundation and their average cost is approximately \$16,000 a mile for a sixteen-foot-wide road. The average cost of concrete roads is a little over \$11,000 a mile for the same width.

But whatever type of road construction is decided upon, the one feature that should be considered of paramount importance, is *permanency*. It is the excessive cost of repairs that forms a burden to the taxpayer, rather than the initial cost of construction of the roadway. With heavy automobile traffic, increasing annually in some sections by several hundred per cent, the question that may be asked is, not "How much will it cost per mile to make this road?" but rather "What must we pay during the next twenty-five years to keep this road in satisfactory condition?"

Something For Nothing

(Continued from page 78)

Americans should be under no illusions as to the value or effect of price-cutting. It has been the most potent weapon of monopoly—a means of killing the small rival to which the great trusts have resorted most frequently. Far-seeing organized capital secures by this means the co-operation of the short-sighted unorganized consumer by his own undoing. Thoughtless or weak, he yields to the temptation of trifling immediate gain; and selling his birthright for a mess of pottage, becomes himself an instrument of monopoly.

New Jersey, by a simple bit of legislation, offers fair play to advertisers of trade-marked articles, a bill having been enacted which prohibits the merchant from discriminating against trade-marked goods by "depreciating the value of the goods in the public mind, or by misrepresentation as to their value or quality, or by price inducement," when the goods carry a notice prohibiting such practice and except in case of a receiver's sale or a concern going out of business. Violators of this Act are liable to injunction and to suit for damages, direct or indirect, and damages may be increased threefold at the Court's discretion.

Price maintenance prevents extortionate profit, for it is obvious that protecting the dealer to an unnecessary extent would be an exceedingly unwise move on the part of the manufacturer. Too much profit to the dealer would simply mean a too high price to the public, with reduced consumption and hence reduced profits to the manufacturer as a consequence. In every line of business the manufacturer is fairly well informed as to how much it costs the dealer to do business and knows, therefore, how much margin of profit to offer him in the fixing of wholesale and retail prices. It can be safely left to the manufacturer, when he has control of such matters, to arrange just enough profit to the dealer to insure his co-operation. He is buying the dealer's selling efforts and he will buy them as cheaply as he can, for they are a part of his cost and his profits depend as much on what it costs to market the goods as on what he gets for them and what they cost to make.

The price maintenance system means order, confidence, integrity, an exchange of known values between buyer and seller. The reverse means horse-trading in its gypsy sense—means primitive barter.



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The illustration shows a most efficient application of the automobile, phonograph and electricity to the making of an important road survey. This unique combination of modern methods not only resulted in an immense saving of valuable time but in absolute accuracy which it would be difficult to obtain otherwise. An interesting story of this effective method, which can also be applied to other lines of business, appears in

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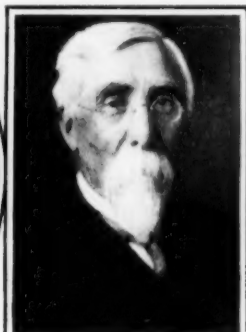
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HENRY M. LELAND

Who was recently elected president of the Society of Automobile Engineers. He was practically the founder and for years was general manager of the Cadillac Motor Car Company of Detroit, one of this country's largest motor concerns. He is now advisory manager of the company. Mr. Leland was the first president of the Detroit Citizens' League.



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Head of R. L. Matthews & Co., investment bankers of Memphis, Tenn. Mr. Matthews is generally conceded to be one of the best-posted residents of Memphis on matters relating to finance and real estate in that flourishing city, and he is a self-made man with a good record and of excellent standing and reputation.

Jasper's Hints to Money-Makers

NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, at the full cash subscription rates, namely, five dollars per annum, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answer by mail or telegraph. Preferred subscribers must remit directly to the office of LESLIE-JUDG COMPANY, in New York, and not through any subscription agency. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be inclosed, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor, LESLIE'S WEEKLY, 225 Fifth Ave., New York.

"HOW can I get rich?" This is the burning question of the day. Are you asking it? If so, you are in line with everybody else. It is the universal inquiry. But don't be in a hurry!

In their anxiety to get rich quickly, men and women do strange things. A recent cable dispatch reported that the largest plaza in Madrid, Spain, on New Year's Eve was filled with a crowd with guitars and mandolins. Each person had a bunch of grapes. As midnight tolled from the belfry, every one began to eat the grapes, in accordance with a legend which declares that whoever eats a grape at each stroke of the clock on the opening of the New Year will become wealthy before the year is over. The crowd of people believed this legend!

Is it surprising that the postal authorities of this country report that in the last two years gullible people have been swindled out of \$129,000,000 through the fraudulent use of the mails? Some stories of human credulity are incredible. A New York City paper the other day told of a man from Pennsylvania who came to New York on the way to Boston. He had \$50. He went to a restaurant, paid for refreshments and walked out with \$49 in his hand. A stranger stepped up to him, took the money and said: "Stand right there now. I am going across the street to the hotel and I'll be right back. Wait for me and don't move."

Of course, the swindler didn't return. The stranger reported the matter to the police. When the officers asked him why he let anyone swindle him in such a silly way this was his reply: "Why, he said he would be right back and he looked to me like an honest fellow." Is it a wonder that the bunco game thrives while a new fool is born every minute?

At a recent sale of the effects of one of the brokers in fancy securities, known as "cats and dogs" stocks and bonds of a par value of \$3,000,000 were sold for a little over \$10,000. There were nearly 300 kinds of securities. One big lot went for 50 cents and nearly 400,000 shares of Porcupine Central Mine sold in a lump for \$3. Repudiated bonds of North Carolina of a face value of over \$100,000 brought \$165. These securities were sold, at one time, to people who believed they were good.

They believed this not because they knew anything about the properties, but simply because of the stories of their enormous value published in circulars and alluring prospectuses. It is a pleasure in this connection to note that the jury at the trial of the notorious Radio Wireless Telephone swindlers found two of them guilty of misusing the mails. I well remember the stories printed by purchasable journals about the enormous prospective value of the Radio Wireless stock. Even the endorse-

ment of officers of the army was given out in circulars, booklets and articles. I warned my readers repeatedly against the purchase of this stock.

I trust the government will continue to the bitter end its prosecution of the gang of well-fed swindlers who have been using the mails for fraudulent purposes. It might much better spend its millions in following up these vile creatures than in endeavoring to "bust" successful corporations because they are big, or to hamper the railroads in their efforts to extend their business for the benefit of the country. But the demagogues want notoriety, publicity and votes, and the easiest way to get these is by making a grand-stand play as the friends of "the dear people." It is too bad that some government officials, eager for the same kind of publicity, overlook work that demands immediate attention, while sending out spies to follow the trail of suspicion.

At the beginning of the New Year I hope that those who have money to invest will shun every promoter of an enterprise that promises to make men and women rich quickly and at little expense. Any one who knows a royal road to wealth will neither sell nor give his information away. He will keep it to himself. It is an old and significant warning to "Beware of the Greeks bearing gifts."

Turn over a new leaf in 1914 by putting your surplus funds in the same safe, sane, reliable securities in which successful investors place their funds. If you want to succeed follow the successful. If you want to fail follow the failures.

And one more resolution for the New Year is recommended to my readers who are owners of stocks and bonds, namely: join heartily and promptly in the movement to organize a protest against the tendency to legislate against every man who has a dollar and every corporation and railway that has succeeded.

I was profoundly impressed by the straightforward statement which Chairman Kruttschnitt made in the annual report of the Southern Pacific Company. He said that the company is owned by 23,000 stockholders "who could and should prove a potent protective force," by opposing unwise legislation adversely affecting their company and by correcting erroneous impressions with the public. He adds this significant statement: "Apathetic acquiescence on their part in the assaults of the demagogue and of the well-intentioned, though unenlightened and irrational reformer, tends to but one result, while concerted effort will do much to repel the attacks and mould public opinion."

I again invite every reader of this department to cut out the appended coupon, fill it in and send it to me. I propose, if possible, to marshal the forces of the sane and conservative against those who seem to be bent on the destruction of property rights. They may begin with the big ones, but they will end with the little ones. It is a matter of common interest for every man and woman, who has saved a dollar for investment, to enroll in the good cause.

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(Continued on page 93)

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The Public Ledger is in the market for timely photographs depicting interesting news events having more than local importance, occurring in any part of the world, but more especially in the Eastern States. For these the highest market prices will be paid, if accepted.

Note that the photographs must record news. There is no demand for scenery or posed pictures of any kind. Photographs must be accompanied by sufficient text to be intelligible, with specific data of the event itself and of the individuals and scenes shown in the photograph. Photographs must be clear contact prints, unmounted. Do not send negatives or films.

Mail by special delivery at earliest possible moment after the picture is taken. News value depreciates with every hour that elapses after the event. Enclose sufficient postage to insure return. Address, Sunday Editor, Public Ledger, Independence Square, Philadelphia, Pennsylvania, U. S. A.

PUBLIC LEDGER

Independence Square Philadelphia Public Ledger Company Cyrus H. K. Curtis, Pres.

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As a fuel is now an important factor in Land and Sea transportation. The United States controls 60% of the world's oil supply.

Investments made now in

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will return from 8% to 12%.

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Hundreds of our agents are making \$10 a day in their spare time. Many are beating that and are getting their own clothes FREE. We are dead sure you can do it. Such a thing as failure is utterly impossible with our

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which we send you—all charges prepaid. The greatest ever—contains an unusually attractive assortment of woolsens; also order blanks, stationery, tape-line and everything necessary to make Big Money right from the start. No experience necessary. New and attractive special offers. Confidential selling secrets. With our help success is sure. Our fine line of stylish, well-made, carefully finished clothes guaranteed to fit—beats everything ever offered. Lowest prices.

Pants \$3.00 up Suits \$9.00 up

Can you beat it? Be a PROGRESS agent. Earn \$5 to \$10 a day in your spare time while doing other work. Send no money. Everything is FREE. Send for the FREE OUTFIT. Start in a Big Money Making Business of your own. Write today. Be ready to receive the largest business ever known. Land the early orders in bunches.

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Yes, at the rock bottom price; any Artist Model piano you select absolutely on approval, prepaid, and at the bed-rock price, wholesale price. Not a cent in advance, not a cent C.O.D., no freight charge, all prepaid.

30 Days' FREE Trial!

For four weeks in your home. If you don't want it simply return it at our expense. You take no risk. If you decide to keep this superb Artist Model Piano you can have it at the confidential, wholesale price and pay on easy monthly payments.

Limited Offer! To advertise and quickly introduce this superb instrument, we will sell the first in your locality at the confidential, wholesale price. This offer applies only on the first sale. Write today and save \$100 to \$200 on the purchase of a piano. Learn all about our 2-year course in music FREE. A postal will do.

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THE SPEEDY STITCHER

Sews Leather Like a Machine

PRICE \$1.00

Send for terms to Agents

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HERE in LESLIE'S office

would like to have you feel that any advertising you see in our columns is recommended to you by a personal friend. Should you desire information relative to advertising appearing in our paper, write to us or the advertiser. We will be glad to hear from you.

Jasper's Hints to Money-makers

(Continued from page 92.)

determined to stand for their rights, would do much to reestablish credit and confidence and a more hopeful outlook in Wall Street.

SIGN THIS COUPON AND MAIL IT

Date.....1914
Jasper, Financial Editor LESLIE'S WEEKLY,
225 Fifth Avenue, New York.

You can enroll me, without expense, as a member of your Corporation Security Holders' Association, organized for joint protection against unjust, unwise and unnecessary legislation.

Signed.....
Street No.....
City.....
State.....

W. E. P., Chicago: The Mascot Copper Co. of Arizona is not regarded favorably. E., London, Ohio: The M. K. & T. first 4's and Bethlehem Steel first 5's are not gilt-edged, but are reasonably well secured. They sold much higher when money was easier.

J. C. H., Canal Dover, O.: The Washougal Gold & Copper Mining Co. of Washington, has a capital of \$1,000,000, which is altogether too large. A great deal of money will be required to develop it.

B., Indianapolis: I have already referred to the fact that the literature of the Colonial Motion Picture Corporation, which is intended to impress the recipient with a wonderful opportunity, does not appeal to me as deserving of commendation.

P., San Francisco: The Associated Oil Company of California is controlled by the Southern Pacific. Its report indicates a good earning power and in the present condition of the oil industry, its future should be favorable.

W., Pittsburgh, Pa.: The par value of National Transit is \$25 a share so that the price is not as low as it appears. The best of the oil stocks are those which represent something besides pipe lines and storage facilities to which the business of National Transit is confined.

Missouri Pacific: 1. Missouri Pacific is a great property though it has been handicapped by its large ownership of Wabash securities. It ought to pull through under its present good management. 2. Great Western Pfd., unless the railroads go to pieces, looks attractive. Usually it is risky to swap horses while crossing a stream.

D., Warren, Ohio: I deal only with Wall Street matters and am, therefore, unable to advise you regarding your invention. It would seem to me that if it has such obvious merit, it would not be difficult for you to enlist the necessary financial support from persons in your own vicinity who are always looking for opportunities to invest to advantage.

S., Bristol, Conn.: The American Writing Paper Co. has a funded debt of \$17,000,000, of which about \$14,000,000 has been issued. The Preferred stock is \$12,500,000. It is somewhat heavily burdened. A re-organization usually means an assessment on the shares. The business depression has affected all our industrial propositions. Nothing official has been heard about a reorganization.

C., Norwalk, O.: High-priced stocks like Kodak are not liberally traded in, for the simple reason that holders are satisfied with the returns they make. This is evidence that they are well regarded as an investment. The effect of the Government suit cannot be forecasted. Standard Oil, before the parent company was dissolved, sold at \$1,000 a share, yet after its dissolution, the shares of the segregated companies had a total value in excess of that of the parent company and have been going up ever since.

New York, January 15, 1914. JASPER.

SPECIAL CIRCULARS OF INFORMATION.

Oil Stocks, Omaha: A list of Standard Oil stocks, prices and dividends, can be had by writing to Slattery & Co., 40 Exchange Place, New York.

Worker, Toledo: A number of attractive 6 per cent. investments are recommended by A. H. Bickmore & Co., 111 Broadway, New York. Write them for "Circular 12—L. W."

Doctor, Detroit: You can get instructive facts in reference to making investments, by writing to E. F. Hutton & Co., Investment Department, Woolworth Building, New York, for their "Investment Letter W. 5."

Speculation, Augusta, Ga.: A free booklet that will give you all the facts concerning Wall Street matters you ask for, can be had by writing to John Muir & Co., members New York Stock Exchange, 74 Broadway, New York. Ask for free "Booklet 4-A" on "Odd Lot Investments."

Income Tax, Boston: Municipal bonds, free from income tax will pay you as high as 5 per cent. Write to the New First National Bank, Department 5, Columbus, Ohio, for a copy of the free "Booklet E," entitled "Bonds of Our Country." It is worth reading.

Anxious Woman, Trenton, N. J.: 1. The safest would be \$100 bonds of different kinds. Write for the booklets of the various companies, see if the references are good and confirm their reports. 2. Standard Oil stocks give you the largest income on the investment. Write to Gilbert Elliott & Co., members of the New York Stock Exchange, 37 Wall Street, New York, for their free "Booklet L-7."

6%, Philadelphia: A number of free booklets on 6 per cent. securities can be had. Write to S. W. Straus & Co., mortgage and bond bankers, Straus Building, Chicago, or 1 Wall Street, New York, for a copy of their "Investors' Magazine," and "Circular 557B," to the Salt Lake Security & Trust Co., Salt Lake City, Utah—established 27 years—for their free booklet "L-1," to the New York Realty Owners, 489 Fifth Avenue, New York, for their "Circular 18," to the W. C. Belcher Land Mortgage Co., Fort Worth, Texas, and the Pioneer Trust & Savings Bank, 14 Pioneer Building, Basin, Wyo., for their 6 per cent. booklets.

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NOW OPEN

Only hotel occupying an entire city block, Vanderbilt and Madison Avenues, 43rd and 44th Streets, adjoining Grand Central Terminal.

1000 ROOMS OPEN TO OUTSIDE AIR
950 WITH BATH
ROOM RATES FROM \$2.50 PER DAY
Suites from 2 to 15 rooms for permanent occupancy

Large and small Ball, Banquet and Dining Salons and Suites specially arranged for public or private functions.

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\$100 DOWN

Prices, \$15 Up—\$1 or more down, according to size and style. Small amount each month. Balls, cues, etc., free.

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For less than it costs to play in a public pool-room, you can have your own

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Billiard and Pool Table

You play on it while paying. No special room is needed. Sizes of tables up to 4½ x 9 ft. (standard).

FREE TRIAL—NO RED TAPE

On receipt of first installment we will ship Table. Play on it one week. If unsatisfactory return it, and on its receipt we will refund your deposit. This ensures you a free trial. Write today for illustrated catalog, giving prices, terms, etc.

E. T. BURROWES CO., 513 Center St., Portland, Me.

"The Live Wire"

By ROLF ARMSTRONG

The telegram reads:

"Sorry. Cannot accept your dinner invitation. Married your dad this noon. Dolly Dooem."

A bit of news that would make any chap sit up and take notice—what?

The picture, in full color—9 x 12—double mounted on heavy white mat—11 x 14—ready to frame, will be sent for

25c

The Judge Art Print Catalog, containing 62 reproductions in miniature, beautifully printed in sepia on India tint paper, will be sent to you for 10c. It shows many pictures which will appeal to you.

Desk-1-22-14

JUDGE, 225 Fifth Ave., New York

Mastercraft Sectional Bookcases

The Doors Can't Stick

Latent, most artistic designs. Have massive appearance and sturdy strength of solid bookcases. Beautifully finished inside as well as outside. Perfect alignment without complicated interlocking devices or metal bands. Patented equalizer absolutely prevents dust-proof doors from sticking or binding. Wide choice of styles and finishes to match any furniture in home or office. Made in our own factory—sold direct to you at a substantial saving. Shipped on approval! Freight paid.

Write for Handsomely Illustrated Catalog

STANDARD BOOKCASE CO.
147 Southern Avenue Little Falls, N. Y.

\$28.50 PROFIT! FOR ONE MAN IN ONE DAY

Made by Joe. Hansuk, Lamont, Ia. Shearer, Mont., made \$22.35 in 5 hrs. We have proof. Hundreds of similar reports. Send a postal—ask us to show you what you can earn with a

Mandel Post Card Machine

A portable post card gallery—makes finished photo post cards and buttons in a minute's time—5 styles of pictures in 3 sizes. No plates, time or dark room. This picture taking outfit gives you a complete ready-made business. Profits begin at once. Each sale brings in to life clear profit. One minute pictures sell like wildfire at fairs, picnics, busy corners, small and large cities—everywhere. Small capital. First sale brings back practically entire investment. Write at once—full particulars—FREE.

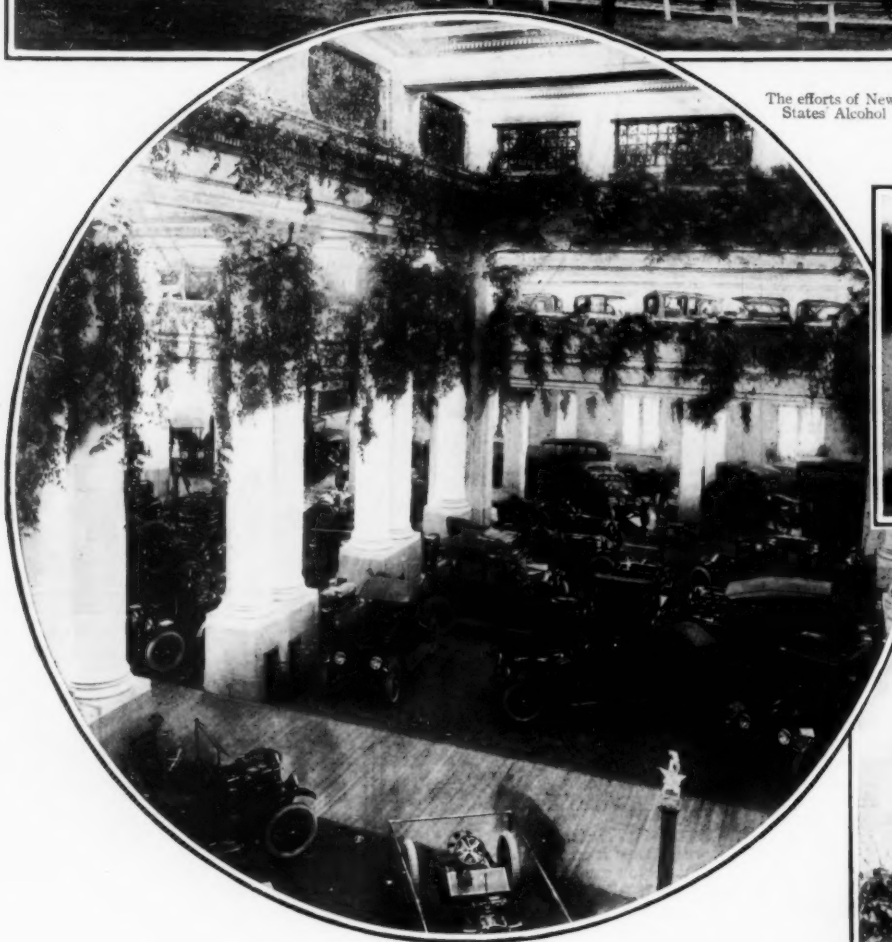
THE CHICAGO FERROTYPE CO.
973 Ferrotypes Bldg., Chicago, Ill. or Dept. 973, Public Bldg., New York

News of the Time Told in Pictures



A MILLION DOLLAR FIRE

The efforts of New Orleans firemen to save the plants of the International Distilling Co. and the United States Alcohol Co. were handicapped by terrible explosions as the fire reached the tanks of spirits, and two men were seriously injured.



THE WORLD'S GREATEST AUTOMOBILE SHOW

Interior of the Grand Central Palace which recently housed the largest Automobile Show ever held under one roof. The photograph shows the main lower floor and the two balconies. Above these was a fourth floor as large as the first, which was devoted almost entirely to automobile accessories.



REFUGEES FROM OJINAGA

The battle of Ojinaga drove many women and children from their homes and more than 2000 crossed the Rio Grande into the United States, where they were protected by American troops. The men among the refugees were disarmed by the soldiers.



VILLA'S VICTORIOUS CANNON

Gen. Villa's victory at Ojinaga was due largely to his field artillery. The Constitutionalist leader has shown great ability in utilizing guns captured from the Federals and massing them at strategic points. The illustration shows one of the field pieces actually trained on the beleaguered town, and indicates the broken country in which the fighting was done. Two of the biggest guns used by Villa were named "El Nino" and "El Roro." They were ship cannon removed from the harbor defenses at Salina Cruz by the Federals and taken from the latter by Villa. The booming of these large pieces was too much for the nerves of the Federals in Ojinaga.



AN ARMY OF THE UNEMPLOYED BLOCK SAN FRANCISCO STREETS

San Francisco is having acute troubles with idle workmen. Recently more than 10,000 unemployed men gathered in Union Square where agitators urged the seizing of public and private property. The mob marched through the streets interrupting ordinary traffic, to the home of Gov. Hiram W. Johnson to voice a protest, but the Governor was out automobile riding. Measures have been taken by the Citizens' Committee to employ several thousand men on public works.

The Woman Who Works

Unusual Photographs by
Kester & Co., of Germany

(SEE ARTICLE IN THIS ISSUE)



This Albanian woman is not disturbing the atmosphere with the cry of "Votes for Women!" She already enjoys the equal right of earning the daily bread.



This German woman's face might be more tranquil if she were riding around in a limousine and spending her husband's money, but the fact remains to be proven.



Bavarian country women do not have to worry about getting too stout. The irrigation pumps do for them everything which the anti-fat remedies do not do for the indolent women of a "higher" civilization.



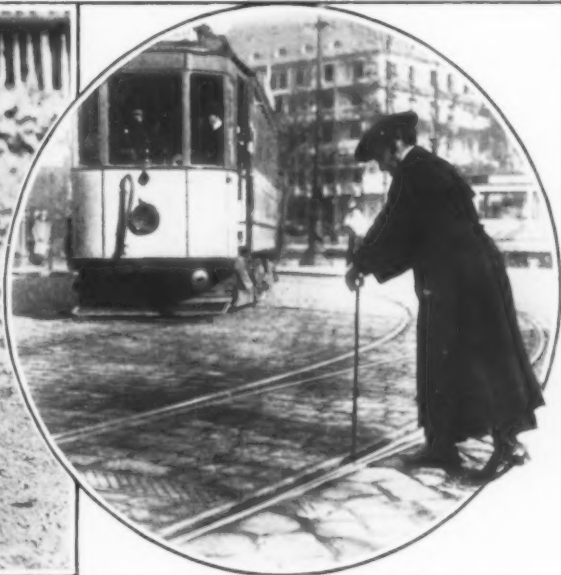
No woman can be truly happy nowadays without a dog—or an imitation of a dog. But the style of wearing them in Vienna differs from that of American streets.



Street cleaning in Munich is a municipal job. And why should women not be allowed to hold municipal offices as well as men?

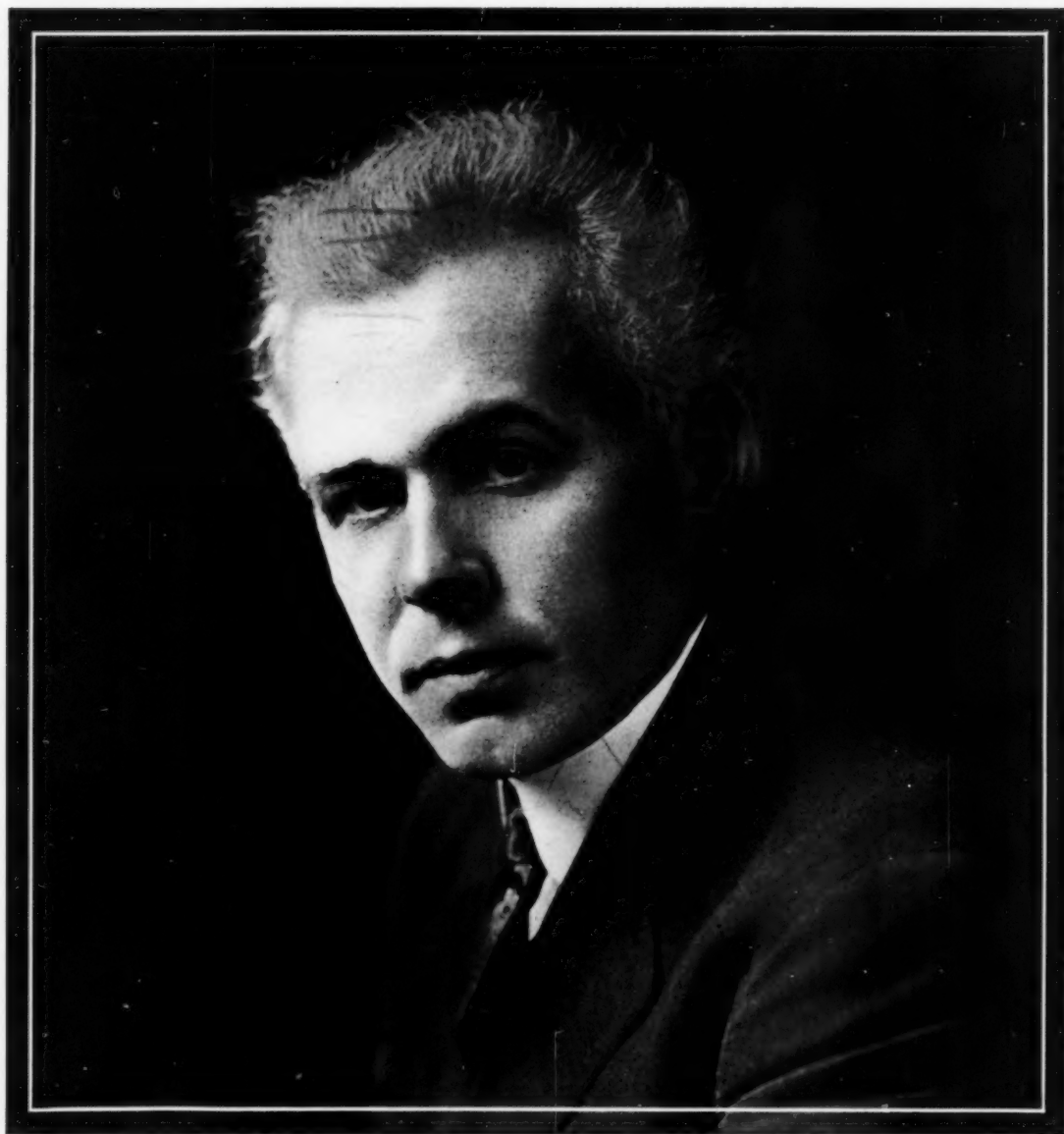


The first step in the onward march of civilization will come when both sexes have equal rights, including the right to work; the next advance will be when the world swings back again to the point where the woman does the work and father tends the baby.



America is a wonderful country—mainly because the real original Colonial Dames were hard-working women of sturdy character, like these Polish girls on their way to the day's work on the farm.

There may not be as much fun in turning switches on a Munich street-car line as there is in bridge whist or euchre, but there's more money in it.



This is Lewis B. Allyn
who made Westfield, Massachusetts,
famous as The Pure Food Town

Professor Allyn comes to THE LADIES' WORLD from the Editorial Staff of COLLIER'S WEEKLY—where his work in the cause of pure food has attracted nation wide attention.

His first article as Food Editor will appear in the March issue of THE LADIES' WORLD—followed by a regular monthly department in which he will tell you how to protect yourself against impure, low grade and harmful foods, beverages and medical preparations.

BUY THE MARCH ISSUE OF

THE LADIES' WORLD

On All News Stands February 18th